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Denmark's EC future in doubt

Major rules out referendum on Maastricht

BY ROBIN OAKLEY IN LONDON AND GEORGE BROCK IN BRUSSELS

JOHN Major yesterday ruled out a British referendum on the Maastricht treaty, while President Mitterrand announced that the French would have the opportunity to vote on the deal.

As European ministers grappled with the implications of the Danish vote against the treaty on Tuesday, the Portuguese chairman of today's emergency meeting of European Community foreign ministers in Oslo suggested that Denmark's continued membership of the Community was in doubt.

The government suspended parliamentary progress on the bill to ratify the treaty as the prime minister and Douglas Hurd, the foreign secretary, faced up to the prospect that Britain's six-month presidency of the EC would be devoted to salvaging the wreckage of the deal. After an emergency meeting of ministers in Downing Street yesterday morning the government postponed the

committee stage of the Maastricht bill until the picture in the rest of Europe becomes clearer. MPs on all sides had made it clear they would fight any attempt to carry on with the present circumstances. However, the Irish referendum on the treaty will go ahead as planned on June 18.

Without Danish ratification the Maastricht treaty cannot come into effect. Mr Major insisted, however, that Britain and the other European governments would go ahead with ratification in the "expectation" that the Danes would be able to join them "in due course".

After a telephone conversation with Poul Schlüter, the Danish prime minister, Mr Major held out to MPs the hope of a further Danish referendum. But the mood in Whitehall and Westminster was that the Maastricht treaty was now a dying duck.

Although Mr Major told MPs that further consideration of the details of the treaty should be postponed, he emphasised that he would work for its implementation once Britain takes over the EC presidency next month. "The ratification and implementation of the treaty is in our national interest and we shall continue to work for the Community we secured in that negotiation," he said.

Responding to a call from Paddy Ashdown, the Liberal Democrat leader, that the British people should be given a chance to vote on the treaty, Mr Major said: "I am not in favour of a referendum in a parliamentary democracy, and I do not propose to put one before the British people." An early day motion was circulated last night urging the government to use the suspension of the Maastricht bill to concentrate on creating a common market and widening the EC borders. It attracted 60 signatures within an hour.

Today's emergency meeting in Oslo, which will be attended by Mr Hurd, will hear an opening bid from Uffe Ellermann-Jensen, the Danish foreign minister. He said yesterday that he would now try to "save what can be saved" from the Maastricht terms, but he has already been told by the Portuguese prime minister and foreign minister, who now hold the EC presidency, that Denmark cannot expect to renegotiate the treaty.

The surprise Danish result has meant that the agenda for the Lisbon EC summit at the end of this month will have to be rewritten. João de Deus Pinheiro, Portugal's foreign minister, spent Tuesday evening conferring with other member states and had breakfast yesterday with Jacques Delors, the president of the European Commission. Afterwards Senator Pinheiro announced that the 11 other countries would press ahead with ratification of the treaty, although privately he said that the EC could not include states that did not accept the Community's fundamental objectives.

This threat reflects an initial informal consensus that an attempt should be made at the Lisbon summit effectively to expel Denmark from the



Tenants reassured, page 19



Riding high: a jubilant John Reid on Dr Deivis after winning the 213th Derby by two lengths yesterday. The favourite, Rodrigo De Triano, ridden by Lester Piggott, finished ninth. The Queen watched the race from the new Epsom stand she had opened earlier. Derby coverage, pages 28, 29, 32

Workers' dockland choice dropped

BY RACHEL KELLY
AND JILL SHERMAN

A DOCKLANDS building chosen by civil servants as their preferred new location was dropped abruptly before the shortlist of sites was announced to the Commons on Tuesday. The disclosure came as the environment department began negotiations with the Treasury over inducements for staff to travel on the chosen site.

Thomas More Square, a complex of six buildings and about 400,000 sq ft of empty space, was on the original shortlist of four sites looked at by the environment department as a new home for 2,000 employees who have to leave their Westminster headquarters. The site was preferred by the employees' union, the National Union of Civil and Public Servants, because it was on the edge of Docklands, closer to Whitehall than the other sites.

But there was no mention of the site when Michael Howard, environment secretary, announced his negotiations with the developers of Harbour Exchange, East India Dock and Canary Wharf, all in the heart of Docklands, and at least 20 minutes further from Whitehall than Thomas More Square.

His decision angered civil servants and came as a surprise. Continued on page 18, col 1

Rio summit opens to silence before the expected storms

BY MICHAEL McCARTHY, ENVIRONMENT CORRESPONDENT, RIO DE JANEIRO

TWO minutes' silence on behalf of the Earth succeeded briefly in uniting delegates from more than 150 nations at the United Nations Conference on Environment and Development, the Earth summit, which formally opened in Rio yesterday. It is doubtful that much else will.

Wide divergence of views was evident soon after the silence, suggested by the UN secretary general, Boutros Boutros Ghali, as a mark of respect for the planet's problems, which the summit will address by trying to turn the world economy on to a new environmental path. More than 150 world leaders, led by a reluctant President Bush, who agreed to attend only when the summit's glob-

al warming treaty had been weakened to American satisfaction, will arrive next week to set their seals on the deliberations in the largest gathering of heads of state and government ever held.

In the huge Riocentro convention hall, 20 miles south of the city and guarded by Brazilian armed forces, M Ghali proclaimed that "the time of the finite world has come".

He was only the first of a succession of senior UN figures and national leaders, including Brazil's President Collor, Norway's prime minister, Gro Harlem Brundtland, the conference's moving spirit, and King Carl Gustaf of Sweden, to insist that the world was at a turning point and that its present path of

unsustainable development had to be changed.

However, the differences that may bar a common way forward were spelled out by William Reilly, of the United States delegation. He confirmed that America saw no way to sign Rio's biodiversity convention, and hinted that the US might seek to re-open its declaration of principles.

Brazilian offer, page 11
Letters, page 15

Lloyd's losses put at more than £4 billion

BY JONATHAN PRYNN

LOSSES at Lloyd's of London for the 1988 to 1991 period will total more than £4 billion, leading analysts of the market have forecast.

The loss for the 1989 year, the worst in Lloyd's history, could alone exceed £2 billion, according to Chasert, a firm specialising in analysis of the performance of Lloyd's syndicates.

Charles Sturge, of Chasert, said that the scale of the losses meant that Lloyd's would be forced to seek government assistance, a claim always de-



Taste - Some people are just born with it.

Lloyd's rescue, page 19

Single-sex victory for Somerville women

BY MATTHEW D'ANCONA
EDUCATION REPORTER

NEVER has a Balliol man so chivalrously obliged the women of Somerville College, Oxford. Students at the 113-year old single sex college yesterday won a tactical victory in their campaign to prevent the admission of men, when Lord Jenkins of Hillhead, the college visitor, university chancellor and Balliol graduate, recommended a two-year postponement of the policy.

Catherine Hughes, Somerville's principal, and the college fellows, agreed in a joint statement to follow the recommendations. The student campaigners, however, reserved final judgment. "The junior common room is heartened that the visitor has at least ruled that the governing body must take a less hurried approach," a spokeswoman said last night. But the legal argument would go on. Lord Jenkins, who heard a petition

from students last month, said that delaying the admission of male undergraduates until 1995 "would mean that with a very few exceptions the present undergraduates would all have gone, and that the issue of their expectations, legitimate or otherwise, would have been disposed of."

"It would also give the governing body an adequate period in which to reflect on the issue, to pursue the fullest consultations, and to endeavour, if they are still of settled mind, to carry three successive waves of recruits with them".

In a passage likely to have caused a few tight lips in Somerville's senior common room, the visitor criticised the haste with which the decision had been taken and the failure to consult undergraduates in due time, in contrast to the last time the matter was considered in 1986. "This resulted in no decision being taken, and it might be thought that the governing body, having once

had their fingers burned, were determined not to let it happen again".

The governing body's decision to admit men, he said, was not illegal. He found the campaigners' argument that the college could not make such a change without parliamentary approval "spirited rather than convincing". There was no reason, he said, why the college's fellowship should not be open to men.

The dispute over mixed admissions has dominated the college for three months. More than 80 per cent of Somerville's 400 students are believed to oppose co-education and their campaign, which may still go to court, has won support from distinguished graduates such as Margaret Thatcher and Shirley Williams.

Three more years of civilised separation will probably bring Somerville women to the negotiating table but it will surely not end the fight.



Jenkins' decision was taken too hastily

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Oh the joy of the open road with an open roof for an exhilarating spin round the Péphérique
Life & Times, page 1

TOPLESS HOUSING



Roof falling in? Dry rot in the beams, wet rot in the foundations? Pas de problème for the Gallic builder
Life & Times, page 4

TOPLESS SUNBATHING



You fix her in the eye, your gaze never wandering below her chin — John Diamond struggles with his sang-froid on the beach
Life & Times, page 1

Court gives doctors right to refuse life support

BY FRANCES GIBB, LEGAL CORRESPONDENT

A MOTHER lost her legal battle yesterday for a court order to force reluctant doctors to put her severely brain-damaged baby son on a life support machine.

In a landmark case which affirms the freedom of doctors to decide for themselves what is the best treatment, the Court of Appeal decided not to order the boy to be put on a ventilator. The boy, referred to only as baby J, had suffered severe injuries in an accident at home when six weeks old. He has such a poor chance of life that doctors oppose putting him on a ventilator.

The appeal judges were told that the boy, now 16 months, who is cared for by foster parents, is paralysed, blind, suffers from epilepsy, has to be fed by tube and is totally dependent on others. Doctors consider that placing him on a ventilator would cause him additional distress and pain. He could soon reach a point where, without such support, he would die.

Lord Donaldson of Lymington, Master of the Rolls sitting with Lord Justices Balcombe and Leggatt, allowed an appeal by an unnamed London health authority responsible for his treatment and set aside an interim High Court order won by his mother last month requiring doctors to intervene pending a full hearing of the case on June 15.

Full reasons for the appeal judges' decision will be given later, when it is likely that lawyers for the mother will seek leave to go to the House of Lords. The treatment of the child will be kept under review.

The case was the first of its kind in either the United Kingdom or the United States. In the past, courts have been asked to make decisions on treatment in a few cases where babies have been born with handicaps, but those did not raise any question of judges ordering doctors or health authorities to carry out treatment against

their judgment.

A senior QC said: "This ruling is very important. The judges are saying that the court will not exercise its jurisdiction to order a doctor to treat a patient in a particular way; it is a matter for the doctor."

Diana Brahm, a barrister specialising in medical ethics, said: "This ruling seems in line with a trend which shows the higher courts increasingly unwilling to interfere in medical practice. It is a clear signal that, if doctors are acting in line with the patient's best interests and in accordance with medical practice, then they should be allowed to get on with it."

The British Medical Association said yesterday: "This is yet another example of the very difficult decisions doctors have to make when treating children. Doctors are always loathe to go against the wishes of parents, relatives or guardians, and will only do so when they feel there are definite clinical reasons."

Lord Donaldson said the judges were aware that the situation could change. "I have no doubt that the doctors caring for this child will review the situation at each stage and will not in any way close their minds because of a decision they reached in other circumstances."

Yesterday's case is the reverse of the dispute over Daniel Stoneman, 4, from Torquay, who has a rare brain tumour and whose mother faces legal action by doctors because she refuses to let him have radiotherapy with only a 30 per cent chance of success.

Earlier, the court banned publication of any material which might identify the child, or the soliciting of information from the parents, foster parents or hospital staff. Some reporters had "doctored" the foster parents' home and pestered the hospital with telephone calls, the court was told. Such conduct was reprehensible, Lord Donaldson said.



Malcolm Smith, who is sought by police, and Jayne Harvell, the barmaid found murdered in her flat



Murder police seek jail escaper

BY STEWART TENDLER, CRIME CORRESPONDENT

POLICE forces across Britain have been circulated with a description of a prisoner with a record of violence and rape who vanished on home leave from a Dorset prison. Detectives want to question Malcolm Colin Smith about the murder of a Bournemouth barmaid, Jayne Harvell, who was found dead on Monday.

Police gave a warning that Smith, 40, serving 18 months for false imprisonment, could be dangerous. Yesterday Hampshire police began providing protection for a number of people who fear they may be at risk. Smith is known to have had connections in the Southampton area.

He was convicted at Reading last December for false imprisonment while on parole after serving part of a 7-year sentence imposed in 1987 in Leeds for rape. His sometimes violent career has brought him before the courts 23 times.

Last week he was given two days' home leave to prepare him for eventual release and was due to return to The Verne prison in Portland last Friday. He absconded and police believe that he has been given camping equipment by an acquaintance and could be living rough.

Miss Harvell, 26, was found bludgeoned to death in her flat at Westbourne, Bournemouth, on Monday afternoon. She had died from repeated blows to the head.

Smith is believed to have frequented the Old Thumper public house in Westbourne, where Miss Harvell once worked.

Yesterday Detective Chief Superintendent Desmond

Donohoe said: "While he was in the Bournemouth area, attempts were made by friends to persuade him to return to prison. A girl has been murdered and possibly raped. I am extremely concerned that this could happen again."

"From our enquiries we believe that this man could pose a threat to specific members of the public in various parts of the country. Measures have been taken to ensure their safety."

Mr Donohoe added: "Here we have a prisoner on the run, known to be violent and very dangerous. In the interests of public safety I consider it a matter of the highest priority to find this man."

He said that Smith, who speaks with a Newcastle accent, could be anywhere in the country.

Mr Donohoe emphasised

that police were pursuing a number of enquiries and repeated that Smith was being sought for interview.

Smith, who is oft seen, has tattoos on his right forearm of the name Dawn, a woman's head, the names Mam and Mary and doted lines. On his left forearm are the tattoos Janice, Dad and Mongol Warrior.

He was convicted last year after holding his landlord prisoner at his home in Weston Turville, Buckinghamshire, because he feared the man had reported him to police for a murder committed in the Southampton area.

Smith, who was born Malcolm Colin Graves in Newcastle upon Tyne but changed his surname by deed poll, admitted falsely imprisoning Christopher Day and stealing his wallet.

NEWS IN BRIEF

Bafta voting saga takes new twist

The controversy over allegations of vote rigging in the Bafta television drama awards took another twist yesterday after the academy's ruling council refused to endorse a statement agreed by the Bafta chairman recognising the "honesty and integrity" of the four judges central to the plot (Melinda Winstock writes).

The four — Archie Tait, head of development at Zenith Productions; Ross Devenish, a South African film director; Louis Marks, a producer; and David Reid, a scriptwriter — who last month rejected rumours that one of them had lied about which programme he had voted for, yesterday gave up their struggle to solve the whodunnit, saying they are no longer prepared to expend time and effort to "right a wrong". They have consistently denied voting last March for the winning programme, Granada's *Prime Suspect*, and insist they all chose Alan Bleasdale's political thriller *GBH*, shown on Channel 4. There were seven judges in the best drama category. The ballot papers were destroyed.

After a meeting with the four last week, Richard Price, the academy's chairman, and Tony Byrne, its director, agreed to put a joint statement to council. The statement, rejected on Monday, recommended a change in the balloting rules to prevent a repetition. Recognised that Bafta had found no irregularities during an internal investigation and recognised the honesty and integrity of the four judges.

The four judges now hope their call for a "full, open and independent inquiry" will be taken up by members of the academy at an annual meeting on June 22.

School helps pay fees

Winchester College has stepped in to help parents struggling with the school's £10,500 annual fees. The families of three pupils have already been helped by the Hampshire school, which has an annual income of more than £1 million from legacies, property and other investments. James Sabben-Clare, the headmaster, said that the school would assist only those parents who produced audited accounts. "The amount we would give them would depend on each individual case," he said. The contingency budget was likely to be needed again next year, he added. Many parents have sought credit from schools or direct debit arrangements. At least one independent school has hired a debt collector to cope with the growing problem of unpaid fees.

House prices rise 0.4%

House prices rose by 0.4 per cent last month, the Halifax building society said. Earlier this week the Nationwide recorded a 0.6 per cent rise. Both lenders have cautioned against over-optimism. The Halifax said that although prices showed a 0.4 per cent rise in May, on a seasonally adjusted basis house prices fell by 0.5 per cent. "House prices normally show some increase at this time of year, and after adjusting for seasonality, prices remained weak," a spokesman said. "There are still few signs of any strong recovery in the housing market, although the falls in interest rates and lower house prices have made houses much more affordable." The Halifax calculates that the average price of a house is £62,709, 6.2 per cent less than a year ago.

Helper 'assaulted boys'

A charity worker with the Suzy Lamplugh Trust offered two boys aged 16 shelter and food at his flat but instead gave them lighter fuel to sniff, assaulted them as they slept and terrorised them with a pistol, bayonet and hand grenade. The Old Bailey was told. His employer then warned him that police were investigating him for sex abuse, the prosecution said. Dennis Morgan, 26, denies buggery, indecent assault and unlawful possession of a firearm. His director, Mary Asprey, 51, denies perverting the course of justice. James Curtis, for the prosecution, said that Mr Morgan had been a runaway. His job at the trust was to frequent the London haunts of rootless young people and encourage them to return home. Mrs Asprey was a director of the trust's missing persons project. The case continues today.

Fan left out of Hill will

A woman that Benny Hill, the comedian, affectionately called "my kitten", has been left out of his will. Mr Hill, who died in April, said last year that he planned to leave the bulk of his money to fans Jeanette Warner and Phoebe King, cerebral palsy sufferers. After Miss Warner's death in February, Miss King looked set to become the main beneficiary of the £10 million will. She has learned in a letter from the administrators of the will that she is not among the beneficiaries. Shortly before his death Mr Hill is understood to have told a friend he planned to make a new will, but administrators are believed to have found just one which dates back some years and names relatives who have died. Solicitors for Mr Hill's executors would give no details about the will, saying only that they were making progress.

Postie of the year

Judy Cross, left, was voted Postie of the Year 1992 yesterday after the judges heard that she shopped for everything from pills to oversized bloomers for housebound "customers". Mrs Cross, 48, of Foulden, Northumberland, a postwoman for 13 years, tells elderly residents to hang a yellow duster in the window when they need help. She was nominated by Radio 2 listeners and was chosen from 1,000 posties for the Royal Mail's £1,500 award.

Action on tax cheats

Untaxed vehicles parked in London are to have windscreens with warning notices attached, telling drivers that they have been reported and should buy a vehicle licence immediately. The scarlet warnings are part of a month-long campaign launched by the Metropolitan Police and the Driver and Vehicle Licensing Agency. The campaign begins with a two-week period during which motorists will be encouraged to ensure that their vehicles are properly taxed. However, from June 15, there will be roadside checks, and untaxed drivers could be taken to court and fined up to £500. The campaign was launched in London by Kenneth Carlisle, minister for roads, and London police chiefs.

Scientist stands by Ward tests

BY RICHARD FORD, HOME CORRESPONDENT

FRANK Skuse, the former Home Office scientist, yesterday stood by the scientific methods which helped to convict Judith Ward and the Birmingham Six.

Although his findings have been discredited, Dr Skuse said he had offered to give evidence in Miss Ward's appeal as well as proving his case in scientific laboratories. Speaking on the eve of today's formal quashing of Miss Ward's conviction for the 1972 IRA coach bomb attack, he said he had documents which would prove his "method and evidence have not been and cannot be discredited".

At the Birmingham Six appeal last year, tests which Dr Skuse said showed that two of the six had handled nitroglycerine were discredited after new evidence that the results could have been caused by soap. During Miss Ward's appeal, the Crown said that similar tests had been discredited and that it would not rely on his evidence. Dr Skuse failed in a plea to give evidence on his behalf.

He denied that he had been party to any suppression of evidence and claimed that at the time of Miss Ward's trial in November 1974, he wrote to the forensic science adviser to the Home Office to resolve all issues the defence raised over the Crown's scientific evidence at the trial. "It was

made abundantly clear that I was solely concerned with the interests of science, accuracy and justice, for I feared that there would be further bomb atrocities."

His "procedures and method were unanimously confirmed" at a meeting of 37 senior forensic scientists at the Home Office forensic science laboratory at Chorley, Lancashire, on February 14, 1975, he said.

Dr Skuse said that "in the interests of openness and justice" he had made a statement to the DPP and delivered all his documents and scientific evidence to the Court of Appeal. "And, as a scientist should, I offered to prove my case in the laboratory. Perhaps there will be a public inquiry. I believe that it is of concern to the public."

Dr Skuse admitted during the Birmingham Six's unsuccessful 1987 appeal that he was forced to retire ten years earlier, after Home Office officials told him that he must go in the public interest and the director of the government laboratory where he worked argued that he had limited efficiency.

Billy Power, one of the Birmingham Six, dismissed Dr Skuse's claims as ridiculous and said that he was simply trying to save his skin. He said: "It's a load of rubbish. He is totally discredited."

War crime evidence 'altered'

A CLAIM that the KGB manipulated evidence implicating Antony Gecas in war crimes was made by his counsel at the Court of Session in Edinburgh yesterday.

John Simpson said that there were clear echoes in the evidence of three Lithuanian war veterans of KGB torture and indoctrination leading to their testimony.

Mr Gecas, 75, now of Edinburgh, is suing Scottish Television for £600,000 over a documentary, *Crimes of War*. He denies allegations that he took part in killing civilians.

Mr Simpson said that three Lithuanian eye witnesses had changed their evidence over the years. One, Edvardas Goga, 78, who gave evidence for STV in February, had told the court: "You cannot imagine what it was like to be in the hands of the KGB."

Mr Simpson said that another witness, Juozas Aleksynas, might have gone back on evidence because the KGB did not have the control now that it had in 1987 when he appeared in the film.

The case continues today.

CORRECTION

The feature on genetics on yesterday's Science page was by Norman Hammond, Archaeology Correspondent, not by Nigel Hawkes as stated.

Jaguar sales rise saves jobs of 200 workers

BY KEVIN EASON
MOTORING CORRESPONDENT

JAGUAR has cancelled plans to dismiss 200 workers. The decision follows a doubling of sales in the United States that has put the company on course to wipe out its financial losses.

American sales increased to 1,070 last month, compared with 525 in May of last year. Total sales for the first five months of the year rose by 12.5 per cent in a market struggling to emerge from recession.

The company has devised a leasing scheme that allows American buyers to take home a Jaguar for fixed monthly repayments, with the option of trading in the car for a new one at the end of the term. In Britain, sales

rose 16 per cent in April, although May is expected to be shown as less busy when figures are published later today. Executives at Jaguar's Coventry headquarters believe they are seeing a glimmer of hope after two years of sliding sales, lower production and financial losses.

Jaguar recorded a deficit of £220 million last year, its worst performance since the financial troubles of 1980 as part of the former BL conglomerate. Analysts thought that losses might fall to £90 million this year but there is a growing belief that the company could break even if it maintains its revival.

The sales figures are the best news that Jaguar has been able to present to Ford since the American multi-na-

tional bought out the British company in 1989 for £1.6 billion. Bill Hayden, appointed chairman by Ford to take over from Sir John Egan, was apalled when he saw the Coventry factory, describing it as the worst he had seen outside Gorky. He reduced the workforce by 4,000 last year, ended demarcation zones on the shopfloor, introduced Japanese-style team working and brought in new component suppliers to improve quality.

Sales of luxury cars on both sides of the Atlantic were badly hit in the recession. Orders in the United States and Britain fell by more than 40 per cent last year and losses were running at more than £4 million a week. Jaguar sold every car it made last

year at a loss of £6,500 each, it was estimated. The pain of last year's cuts will, however, bring benefits if sales surge continues. With overhead costs massively reduced, the company can now enjoy the prospect of greater profits from each sale.

Confidence is returning, underlined by the fact that Jaguar has started to attack its competitors by offering three-year/60,000 mile warranties instead of the previous one-year guarantee. Only Toyota matches that in Europe, with its Lexus model.

The new warranty is expected to boost sales further in the United Kingdom, particularly from August when forecasts predict that the British market should revive from its two-and-a-half year slump.

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THE TIMES

WEEKEND

Mother held in dawn raid was victim of mistaken identity

BY DAVID YOUNG

In the Bank yesterday after a statement, "There is no right or wrong 'duty'." Does the writing insist that it is the best decision.

Mr Justice Ward apologised in open court to Amy Cobb, 29, her husband Neil, 40, and their children Sebastian, ten, and Rebecca, four, for a series of coincidences that had brought them to court in London. He allowed the children to try on his wig and gown before they returned to their home in North Yorkshire.

The judge said that Mrs Cobb had been arrested at her home in Seamer, near Scarborough, at 3am yesterday as a result of an application she had made to register as a child care assistant with her local council. He said that "cruel fate" had taken a hand. A routine check by the council with police showed



Jon Gibson after flying from America yesterday

Killer had been searched by PC

BY A STAFF REPORTER

A MAN who was on bail when he raped and murdered newly-wed Anna McGurk on a towpath of the Severn last year narrowly escaped arrest 15 minutes earlier, a court was told yesterday.

Just before Andrew Hagans, 26, pounced on the woman, a police constable had searched him after he accosted another woman but failed to find a knife hidden in his sock.

Hagans, unemployed, who was living in a bail hostel in Gloucester and who had been released 16 days earlier by magistrates after spending a week on remand in custody for another offence, admitted the murder. He denied raping the 23-year-old council office supervisor, claiming that she consented to sex, Charles Barton QC, for the prosecution, told Bristol Crown Court.

After work on August 28 Mrs McGurk, of Gloucester, who had been married less than a year, was accosted by Hagans, a stranger, in a car park near her dockside offices, Mr Barton said.

Hagans spoke to a number of women on a causeway to the car park and "was lying in wait". Mr Barton said that

Skulls find weakens Eve theory

BY NICK NUTTALL
TECHNOLOGY CORRESPONDENT

This weekend, come with us to France. Weekend Times is heading across the Channel in the company of Raymond Blanc, Sir Terence Conran, Charlotte Rampling and Frederic Raphael.

Tour Monet's garden at Giverny with Francesca Greenoak; share a table with Jonathan Meades in northern France's best (and worst) restaurants; sample the pick of French food shops and cuisine with Francesca Bissell; ride the roller coaster of EuroDisney with Libby Purves and find out about the British family who have beaten the French at the wine making game.

See how the Provençal look has caught on here, visit a few flea markets, watch what the best dressed croissant is wearing, pick up some surprising bargains in Normandy antique shops and find out about those who have left Blighty for the good life in France. Weekend Times

The skulls, details of which are published in the journal *Nature*, further the arguments for a multi-site evolution as the finds have a mixture of traits linked with *Homo erectus* and primitive *Homo sapiens*, the discoverers suggest.

The skulls were unearthed in Yunxian, Hubei province, by Li Tianyan of the Hubei Institute of Archaeology in Wuhan, China, and Dennis Eler, of the University of California's anthropology department.

Chris Stringer, head of the human origins section of the Natural History Museum in London, said that the Chinese skulls were "important in showing the evolution of *Homo erectus* into something more advanced" but he questioned whether they undermined the "Out of Africa" hypothesis.

"This material is much older than, and significantly more primitive than, the form most people would see as the ancestor of modern humans," he said.

Students divided on politics of parking

BY NICHOLAS WATT

THE days when student political arguments revolved around revolution and American imperialism are long gone, judging by a rift at Exeter University. Students have divided on doctrinal lines over who may drive on to campus.

With the blessing of the students' union, the university has withdrawn parking permits from students who live within one and half mile of the campus, whose car parks have become increasingly clogged up as student numbers rise.

William Perrin, owner of a nine-year-old VW Golf, said: "This whole thing stinks of embittered left-wing hacks having a go at the better-off students. Exeter has traditionally had wealthy middle-class students, which the union has never taken account of."

Mr Perrin also detected cunning by the university. "They have dictatorially imposed this blanket ban during the summer, when there will be no opposition while everyone sits exams," he said. Seriously rich students will escape the ban, Mr Perrin said. "Wealthy students tend to live well outside the radius in villages on the edge of Dartmoor. I live in a Coronation Street type house right in the middle of the radius."

Chas Early, president of the guild of students, said: "It is ridiculous to say we are bashing Sloane Rangers. The parking situation is a mess and there is a general feeling that bikes and public transport should be promoted."

Sarah Hamilton, a law student who lives three quarters of a mile from the university and drives an old Ford Fiesta, said: "There is no bus route going past my house and I feel apprehensive about being out on the street when it is dark."

Ms Hamilton added: "I realise that there is a problem with parking at the university, but there does seem to be a lot of unused space." Arrangements on parking space should recognise that assaults on women in the area were a problem, she said.

Bettina Jordan, who drives the statutory Volkswagen, admitted that the Conservative association



University challenge: Sarah Hamilton, who faces a ban on campus parking

was the centre of opposition. Ms Jordan, a party stalwart, said: "I know it sounds awful, but it is the Tories who are up in arms because they tend to be car owners. This is going to be a complete nightmare for some of my girl friends who

live on the border of the radius."

Professor Edward Abel, deputy vice-chancellor and chairman of the working party on parking, said: "I have had to steer a course between people who wanted to grass over all the car

parks and others who wanted even more space for cars... It is unfair to say that Exeter is a particularly affluent university. We have our fair share of bangers and smart cars. I certainly don't walk past Lamborghinis on my way to work."

Court told of plot to kidnap Gascoigne

An underworld gang which modelled itself on the Kray twins plotted to kidnap the former Tottenham football player Paul Gascoigne, Newport Crown Court was told yesterday.

They planned to use Paul Edwards, their "minder" who was working as Mr Gascoigne's chauffeur and bodyguard, to help the abduction, the court was told.

The gang's leaders were the brothers Lindsey and Leighton Frayne. Michael Topolsky, defending Lindsey, said on the second day of the brothers' trial: "There was a plot to kidnap Paul Gascoigne. He was very close in an hotel near the sale house."

Lindsey, of Pantide, Newbridge and Leighton, of Six Bells, Abberley, both Gwent, deny conspiracy to deal in firearms, possession of prohibited weapons and conspiracy to rob. Lindsey denies armed robbery and shortening a shotgun. The trial continues.

Navy jobs cut

More than 1,100 Royal Navy personnel are to be made redundant in the second phase of manpower cuts under the government's options for change exercise. In the first phase 80 officers and 320 ratings were made redundant. The navy is now looking for 450 officers and 700 ratings to volunteer for redundancy. The navy is being reduced from 63,000 to 55,000 by 1995.

Holidays lost

Five thousand people are thought to have lost bookings through the collapse yesterday of Club Riviera Travel, of Salford Quays, Greater Manchester. The company, which sold trips to resorts throughout Europe and the United States, had £1 million of debts. About 1,000 clients abroad may be temporarily stranded. The firm is part of Club Riviera plc, which is trading normally.

Inquest halted

An inquest on five people who died in a fire in a house at Hove, East Sussex, was yesterday adjourned until July 1 so that council officials could attend to explain why the house had no outside fire escape. The Hove inquest was told that the council had ordered that a fire escape be built in 1988.

Prince rails against opponents of model village

BY ALAN HAMILTON

THE Prince of Wales returned to his favoured theme of the built environment yesterday with an attack on entrenched attitudes which have frustrated his original scheme for a housing development in Dorset.

The Prince's vision of a model rural community at Poundbury, on the edge of Dorchester, has had to be drastically curtailed in the face of local and professional opposition. Speak-

ing in London at the launch of a report by the Urban Villages Group, a consortium of developers, builders and architects committed to regenerating inner city areas in line with the prince's human-scale ideals, he praised the local planning authority but railed against others who had opposed his vision.

"If we are to take significant steps towards true community development — in every sense of the word — we must strive to overcome obstacles that

exist in the minds of planners. Although we have been remarkably lucky to deal with West Dorset District Council, we have encountered many problems over the Duchy of Cornwall's efforts at Dorchester, where the simplest things become inordinately complicated because of deeply ingrained prejudice within many disciplines against traditional, commonsense 'civil' town design."

"We may have abandoned some aspects of modernist, conventional

planning which is based on strictly utilitarian principles, but a great body of narrow, restrictive, modernist practice lingers on in our midst."

The prince's remarks were clearly directed at, among the others, the Royal Institute of British Architects, a long-standing target of royal scorn which has reacted with polite coolness to the establishment of his alternative Institute of Architecture.

Leading article, page 15

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Trainee won promotion after his sub sank trawler

BY MICHAEL EVANS, DEFENCE CORRESPONDENT

THE trainee commander of a nuclear submarine passed the Royal Navy's notoriously difficult qualifying course for senior officers unaware that moments earlier his boat had sunk a fishing trawler with the loss of four lives.

Lieutenant Peter McDonnell, who was in charge of HMS *Trenchant*, a nuclear-armed submarine, had just completed the last exercise of the six-month course. His two examiners, his course instructor and the submarine captain, were in the wardroom and both agreed he had passed the course. Then there was the sound of a collision.

Yesterday, Lieutenant Commander McDonnell, 33, who was promoted on April 1, appeared at a court martial at HMS *Drake*, in Devonport, where he pleaded not guilty to six charges of negligence under the Naval Discipline Act. The court martial was told that the *Trenchant* had snagged the nets of the trawler, the *Antares*, in the Firth of Clyde in November 1990. The four-man crew drowned when the trawler was pulled 500ft to the seabed as the 5,200-tonne submarine cruised 180ft below the surface.

The *Trenchant* had been taking part in simulated mine-laying operations in a non-prohibited area for shipwrecking when the incident happened. Lt Cdr McDonnell, now serving as executive officer on another nuclear submarine, HMS *Turbulent*, said that the first indication that anything was wrong was when he heard a thump on the submarine's hull. The boat surfaced but there was no evidence of a collision. The discovery that the trawler had



McDonnell yesterday: he denies negligence

Invitation loss caused No10 alert

A passenger in a London cab caused a security scare at 10 Downing Street after removing a briefcase left in the taxi by another passenger.

The owner of the briefcase, Geoffrey Borwick, told police that it contained a dinner invitation to attend the prime minister's residence the next night. Kingston Crown Court, southwest London, was told. Police feared that whoever had the invitation might try to attend.

Elvira Pereira, of Chelsea, west London, was accused of stealing the briefcase, its contents and Mr Borwick's raincoat on November 25 last year. Mrs Pereira, 39, said that there was only a magazine in the briefcase, which she had intended to hand to police. Mr Borwick later found the invitation in his safe.

Post van hijack
Two armed men in police uniforms and driving fake police vehicles hijacked a postman and his van in Langley, Berkshire, and drove him to Plumstead, southeast London where they stole 100 mail bags, nine containing savings books. The postman, 62, was cut free from the back of the van by firemen after passers-by heard his shouts.

High altar

A stone altar sculpted by Eric Gill in 1938 and which stood for years in the chapel of a family centre for high-risk children in Coventry, has fetched £30,800 at auction.

Trunk calls

Leslie and Denise Buckley, of Shipley, West Yorkshire, have asked locals to listen for the sound of a Trimphone ringing in a tree because it might be one of their two missing cockatoos which imitate the telephone.

Seaplane will cross Channel in ten minutes

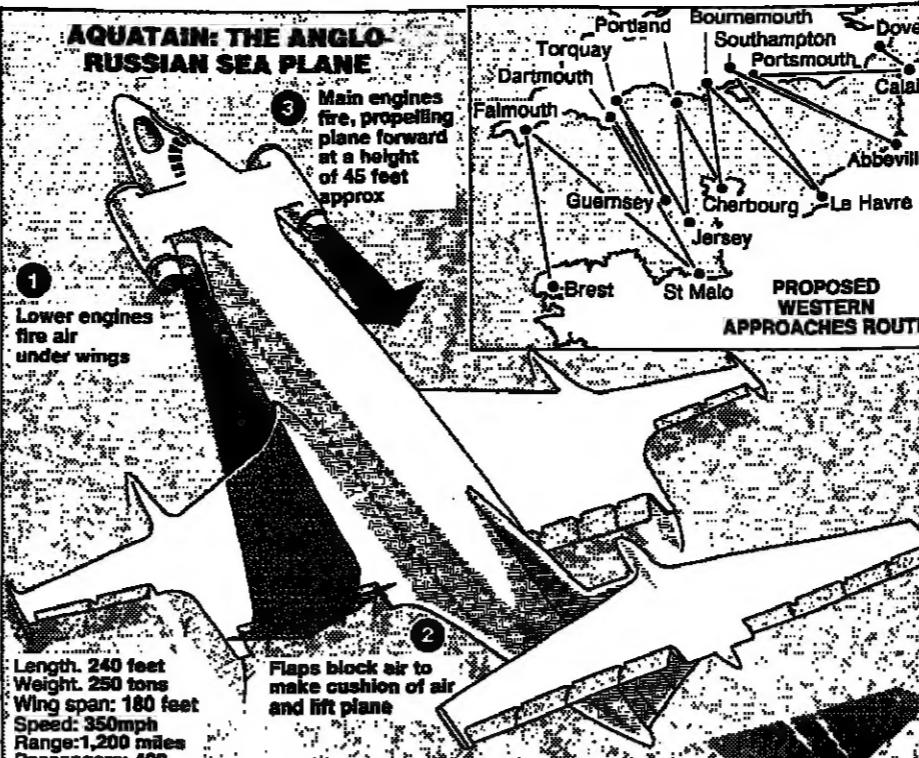
BY NICK NUTTALL
TECHNOLOGY CORRESPONDENT

A HIGH-SPEED Russian seaplane which can cross the Channel in ten minutes is emerging as a rival to ferries and the Channel tunnel in the competition to take passengers between Britain and the Continent.

The seaplane has been developed by Russian engineers from the Caspian Sea Monster, a once-secret plane used by the military for rapid troop deployment. The seaplane will carry 400 passengers or 250 tons of cargo on two decks at up to 350 mph.

The craft flies at up to 45 feet above the sea. It can take off and land at sea and on land. Aquatrain, as the new version is called, should be able to take off and land from the sea or a conventional airstrip in a minute.

Under a signed agreement between Dr Boris Chubikov of the Hydrofoil Research Centre in Nizhny Novgorod, formerly Gorki, and British companies, the plan is to develop the craft as a passenger and cargo carrying airbus linking ports along the south of England with the Continent. Unlike conventional planes the Aquatrain is half-aircraft and



half-helicopter, riding across the sea on compressed air generated by its specially designed wings which use a fifth of the fuel of a conventional plane.

Edward Johnson, director of New Kingdom Research of Weymouth, Dorset, who has signed the accord with

signed the accord last month, said Aquatrain harnessed a phenomenon known as wing-in-ground effect. It has two sets of Russian engines designed to withstand sea spray and high humidity. One set is angled downwards to fire air under the wings as the plane sits in the water supported by skis and its hull.

Flap-like fittings at the back of each wing called screens are switched at right angles to the water blocking the flow of air. This becomes compressed, lifting the craft away from the water. The main engines are fired propelling the plane forward.

The lift engines are then switched off, the flaps flipped up and the plane climbs to 45 feet above the sea, using its forward propulsion to maintain a cushion of air.

Mr Johnson, who plans to unveil the project to aerospace companies in Britain, said that the addition of the two propulsion engines and extended wings meant that Aquatrain could, if operators wished, use the craft as a conventional airliner.

He said that the heavier traffic in the Channel would mean that new safety standards would be needed for shipping.

Halford work files 'altered'

BY RONALD FAUX

FILES relating to Alison Halford's work as an assistant chief constable with Merseyside police were significantly altered and unavailing, an industrial tribunal in Manchester was told yesterday.

Mrs Halford, 52, is claiming sexual discrimination by James Sharples, chief constable of Merseyside. Sir Philip Myers, HM Inspector of Constabulary, the Home Secretary, and Northamptonshire Police Authority, after nine unsuccessful attempts to win promotion.

Beverley Lang, for the Equal Opportunities Commission, which is supporting Mrs Halford's claim, said that files about projects on which the chief constable had been concerned had been altered, and minutes sheets removed.

Mrs Halford asked for a witness order against Chief Supt Geoffrey Rothwell, the officer responsible for the Merseyside Police Training Centre, to bring the missing files to the tribunal.

The hearing continues today.

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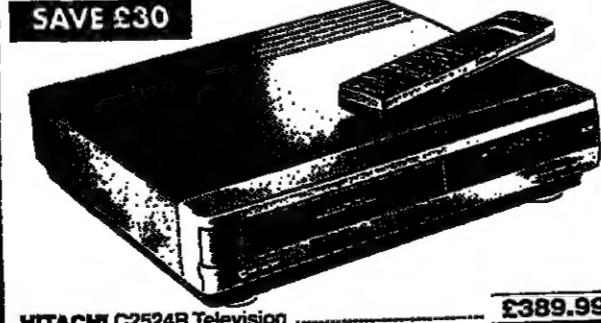
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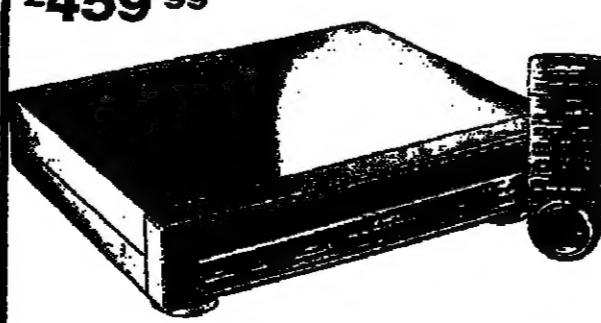
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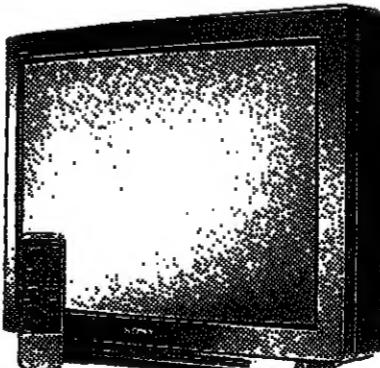
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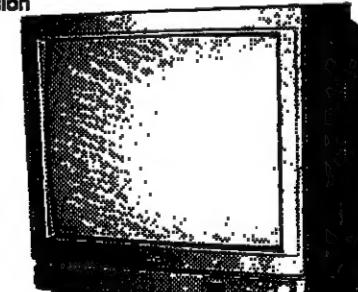
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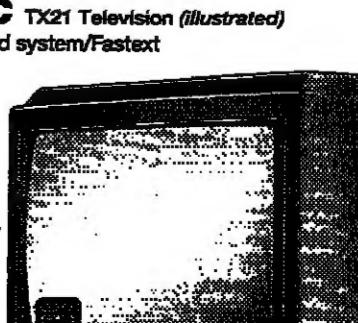


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JOAN RUSSELL

Food policies 'cost families £17 a week'

BY ROBIN YOUNG

NATIONAL and international policies oblige British consumers to pay too much for their food, and deprive them of information about what is in the food they eat, the Consumers' Association alleges today.

Sugar costs 13p a pound more in the United Kingdom than on the world market, bananas cost about 12p a pound more in Britain than in Germany, and almost 2,800 tonnes of apples and 4,700 tonnes of cauliflowers

were ploughed into the ground last year to keep up prices, the association says in its magazine *Which?* It reports that agricultural support policies cost a family of four about £17 a week.

The EC system of grading fruit and apples is used to control supply, it says. One year a small apple might pass the grade, but when there is a larger crop it would be destroyed or fed to animals.

"Yet there is nothing wrong with selling small fruit or

vegetables all the time," *Which?* says. "Consumers would benefit from greater choice and lower prices."

The price difference on bananas results from the long-standing agreement that Britain should buy almost all its bananas from former colonies. A decision has yet to be made whether the agreement will survive the abolition of internal EC frontiers.

The report also complains that Britain's lack of a freedom of information law limits public access to data on pesticides, additives and veterinary medicines which might affect food safety.

In a separate report on orange juices, *Which?* says that regulations do not define what is meant by "pure" juice and it is possible that "unsweetened" juices can legally contain up to 15g of added sugar per litre. The association hopes to see the issue resolved in court actions against four leading supermarket chains.

though giving extra support and comfort, are not necessary for the average player.

"Fancy features won't make you a better player," the report says. "Less experienced players are likely to need shoes with good shock absorption in the heel, better players need it at the front. The foot should be held securely in the back of the shoe and in the toe region." Players also make a lot of sudden sideways movements.

The Reebok Newport Classic, at £35, emerges as the best buy for men, and the Le Coq Sportif Rythm, at £37, the best for women novice players. The Wilson ProStaff, at £50, is recommended for better players.

□ The association reported that five out of six gas fitters failed to spot a simple boiler fault, and that British Gas was no better than the others.

One independent fitter offered to repair a test boiler for £130 when all that was needed was to tighten a nut and relight the pilot flame. All six failed to carry out statutory safety checks. British Gas was the only one to spot a potential safety problem.

In safe hands: Alister Clunas, a National Trust warden in the Yorkshire Dales, whose plan for managing Malham Tarn, in the background, has been approved by English Nature. The upland lake, which is host to many rare species, has become the first national nature reserve to be managed by the trust (Paul Wilkinson writes).

Yesterday Lord Cranbrook, chairman of the government-sponsored body English Nature, formally handed over documents declaring the trust's nature reserve status. He said that the arrangement with the trust, which has owned the area since 1947, was an example of how English Nature was involving landowners in conservation.

The tarn is distinguished by its alkaline waters, created by the limestone of the dales. Most upland lakes lie in peat and are strongly acidic. Only a geological fault which has given the 150-acre

turn a slate bed prevents the water from seeping into the cracks and swallow holes for which limestone is known.

As a result the tarn has created a habitat for rare species, including the caddis fly *Agrypnus crassicornis*, not known to exist anywhere else in Britain. There are 20 rare plants in the reserve, including bog rosemary, bird's-eye primrose, which is peculiar to the dales, and a wild variety of lily

of the valley. The farm and surrounding bog fen and heathland is a site of special scientific interest.

The trust was allowed to take control of conservation and granted national reserve status only after English Nature had approved Mr Clunas's management plan. He said: "This is a fabulously important site and I am very pleased that the trust's policy of involving itself in this kind of conservation has come to fruition here."

Best tennis service

BY RAY CLANCY

TENNIS players face a vast and bewildering choice of shoes, with prices ranging from £14 to £100 a pair, *Which?* says. In tests on 39 pairs, those in the middle price range proved the best buy.

Professional players, asked for their advice on the tests, liked expensive high-performance shoes because of extras that made them more comfortable and stable. The Consumers' Association magazine concludes, however, that extras such as the inflatable pump in the £100 Reebok Pump Court, the coin-sized disc replacement for laces in the £75 Puma Disc and the rigid plastic bar in the Adidas Torsion, al-

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Local government review

Unloved counties threatened

BY DOUGLAS BROOK, LOCAL GOVERNMENT CORRESPONDENT

BRITAIN'S least loved counties will be the first to be scrutinised in the biggest review of local government for 20 years. Michael Howard, the environment secretary, said yesterday.

Announcing the remit for the local government commission which will review the municipal structure of England outside London and the metropolitan areas over the next five years, Mr Howard said the first ten councils had been selected because they had generated the greatest local dissatisfaction.

The commission, to be chaired by Sir John Banham, the outgoing director general of the CBI, will begin its work in four areas later this year. They are: Avon, Gloucestershire and Somerset, Cleveland, Durham, Cleveland, North Yorkshire, Humberside and Lincolnshire; Derbyshire; and the Isle of Wight.

In a break with the policy of his predecessor Michael Heseltine, Mr Howard said he had no blueprint for the future of local government in

England. Mr Heseltine had said that he expected the review to result in the creation of a single tier of all-purpose councils based on existing districts replacing the current two-tier structure of county and district councils.

The commission is due to start work later this year and Mr Howard said the first new councils would come into existence in April 1994. The government has already announced plans for the reorganisation of local government in Wales with the creation of new unitary districts, and consultations about the future of municipal institutions in Scotland are continuing.

Formal guidance to the commission, issued yesterday, says that it must be prepared to take a fresh look at existing boundaries. "People may feel strongly attached to areas which currently have little or no significance for local government," it says. It calls for careful analysis of the cost of change and assessment of potential savings from the creation of new structures. It allows traditional counties such as Middlesex and the Ridings of Yorkshire to be resuscitated as "non-administrative counties".

Ministers are known to be keen not only to abolish unpopular counties but also districts which were created in the last reorganisation in 1974 and which have failed to gain popular support.

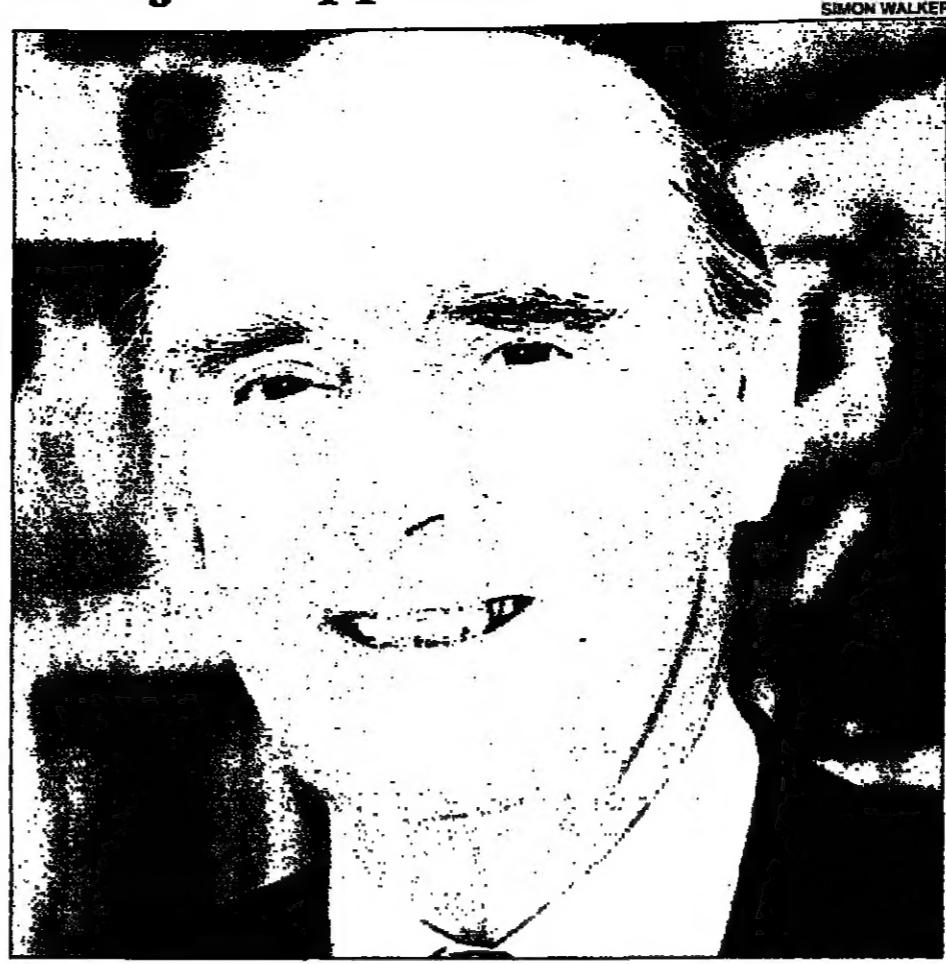
Mr Howard's change of emphasis was welcomed by the county councils, which have been campaigning for a chance to put their case, but it seems unlikely that most of the 39 counties in England will survive the review intact.

The membership of the 15-member commission is expected to be announced later this month and Mr Howard said the search had already begun for offices. Sir John has made it clear to ministers that he wants a central London site and is not prepared to follow environment department officials to Docklands.

1992/3: Avon, Gloucestershire, Somerset, Cleveland, Durham, Humberside, Lincolnshire, North Yorkshire, Derbyshire, Isle of Wight.
1993/4: Cambridgeshire, Cumbria, Lancashire, Devon, Hampshire, Leicestershire, Nottinghamshire, Staffordshire.
1994/5: Bedfordshire, Berkshire, Oxfordshire, Buckinghamshire, Cheshire, East Sussex, West Sussex, Kent, Northamptonshire.
1995/6: Dorset, Essex, Hereford and Worcester, Norfolk, Suffolk, Wiltshire.
1996/7: Cornwall, Hertfordshire, Northumberland, Shropshire, Surrey, Warwickshire.

Major supporter wins election

SIMON WALKER



AROUND THE LOBBY

London lags on poll tax

Shire and metropolitan district councils collected 90 per cent of their community charge income in the year to April. Inner London boroughs did less well with only 75 per cent of their income collected, while outer London councils collected 85 per cent, according to figures published by Michael Howard, the environment secretary, yesterday.

John Redwood, the local government minister, said that while most councils in England had improved their performance, the figures for inner London were disappointing.

Hess papers released

Virtually all the Foreign Office papers relating to Rudolf Hess, Hitler's deputy, are to be released to the Public Record Office. Douglas Hurd, the foreign secretary, said at question time. The first batch will be transferred this week and the rest before the end of July.

The papers relate to Hess's arrival in Scotland in 1941 on what he claimed was a peace mission and his subsequent interrogation. He died in Spandau prison, Berlin, in 1987. Only one paper was being withheld, Mr Hurd said.

Lester quits

Joan Lester, Labour's spokesman on children and MP for Eccles, is to return to the backbenches. Miss Lester, who is 60 and a grandmother, held junior posts in education and at the Foreign Office under both Wilson governments and was chairman of the Labour party in 1977-8.

Plea rejected

A plea for the BBC to be allowed to return to simultaneous radio broadcasts on FM and medium wave frequencies has been rejected by David Mellor, national heritage secretary. In a written answer Mr Mellor said that broadcasting the same programme on two frequencies in the same area was a wasteful use of the radio spectrum.

Crowded cells

At the beginning of April 9, 160 prisoners were being held two to a cell designed for one, and another 1,272 were held three to a cell. Earl Ferrers, a Home Office minister, said in a written reply.

Prison deaths
During the first five months of this year 16 prisoners died as a result of "deliberate self-harm", Earl Ferrers, a Home Office minister, said yesterday. Twelve of the 16 had not been sentenced and four were under 21.

Case load

Juvenile courts dealt with 44,500 prosecutions during 1990. Earl Ferrers, a Home Office minister, said.

Parliament today

Commons (2.30): Questions: Agriculture, Fisheries and Food; prime minister. Proceedings on Community Care (Residential Accommodation) bill and on Mauritius Republic bill. Lords (3): Prisoners and Criminal Proceedings (Scotland) Bill, conclusion of committee stage. Debate on Maxwell pensioners.

Backbench voice: Sir Peter Hordern, above, a firm supporter of the prime minister's European policy, was elected last night as chairman of the Tory backbench European affairs committee.

He narrowly defeated John Butterill, MP for Bournemouth West. Only two votes separated the contenders and Sir Peter was declared victor after a recount.

Maastricht, pages 12, 13
Peter Riddell, page 14
Leading article, page 15

Howard rejects Rio 'blank cheque'

BY JILL SHERMAN POLITICAL CORRESPONDENT

MICHAEL Howard, the environment secretary, yesterday rejected charges that the government was trying to protect United States interests by refusing to commit itself to signing one of the key conventions at the Earth summit in Rio.

He gave a warning, however, that the government was not prepared to sign a blank cheque for the biodiversity deal which protects endangered animals and plants. As currently drafted, the convention could allow other parties to determine the amount of financial aid which the United Kingdom would have to make.

Mr Howard also disclosed that he had one or two other reservations apart from financial considerations, although he hoped these could all be sorted out so that the convention could be signed at Rio.

Opening a Commons debate on the Rio summit which replaced the debate on the Maastricht treaty legislation, Mr Howard said: "Our position on this particular question has nothing to do with the position of the Americans. They have expressed a number of concerns about the biodiversity treaty which we do not share. They have objected to a number of clauses which we think are perfectly acceptable."

He did not share the pessimism and faint-heartedness of those who had so glibly dismissed the summit as a failure before it had even begun.

Mr Howard told MPs that the government would sign up to the convention on climate change which contained specific commitments to combat climate change and cut back on carbon dioxide emissions. "I intend to do my utmost to ensure that our children will look back on the Earth summit as a critical turning point for the future well-being of our planet," he pledged.

Sir John Gould, Labour's environment spokesman, accused the United Kingdom of colluding with the Americans in "frustrating the world's environmental agenda". The move was part of a complex game plan to wreck the conference and ensure that nothing came out of the summit other than hot air, "the last thing the planet now needs", he said.

Referring to the biodiversity convention, he told Mr Howard: "We face the very real prospect that whatever happens in Rio, you have prepared a position which will enable you to say that there remains an objection which prevents you from signing."

Brazilian offer, page 11

Mad cow disease still spreading

BY MICHAEL HORNSBY, AGRICULTURE CORRESPONDENT

NEW cases of "mad cow" disease are being confirmed at a rate of more than 900 a week, the highest since the fatal brain condition was first diagnosed in cattle five and half years ago, according to government figures.

The agriculture ministry yesterday rejected a call by David Clark, the Opposition farming spokesman, for new enquiry into the disease, bovine spongiform encephalopathy (BSE), which has killed nearly 60,000 cattle.

Latest figures show that 973 and 904 new cases of BSE were confirmed in the two weeks to May 22. Since January 1, new cases have averaged 615 a week, compared with just under 440 a week for the whole of 1991.

Dr Clark said: "The government has been trying to con us that the incidence of BSE will start declining soon. The Southwood committee estimated in 1989 that BSE cases would

reach a maximum of about 20,000. Already we have nearly 60,000. How much longer do we have to wait for a new enquiry?"

The agriculture ministry said: "The total number of BSE cases is bigger than originally forecast, but the trend is in line with our predictions. We expect the number of new cases to peak in the next three to four months and then start falling by the end of the year. We cannot see what would be achieved by reconvening Southwood as the minister already has a permanent committee under Dr David Tyrell, the virologist."

Professor Southwood, an eminent zoologist and vice-chancellor of Oxford University, said his committee had almost certainly underestimated the number of cattle who were fed rations containing the ground-up remains of sheep infected with scrapie, which is thought by most scientists to have caused BSE.

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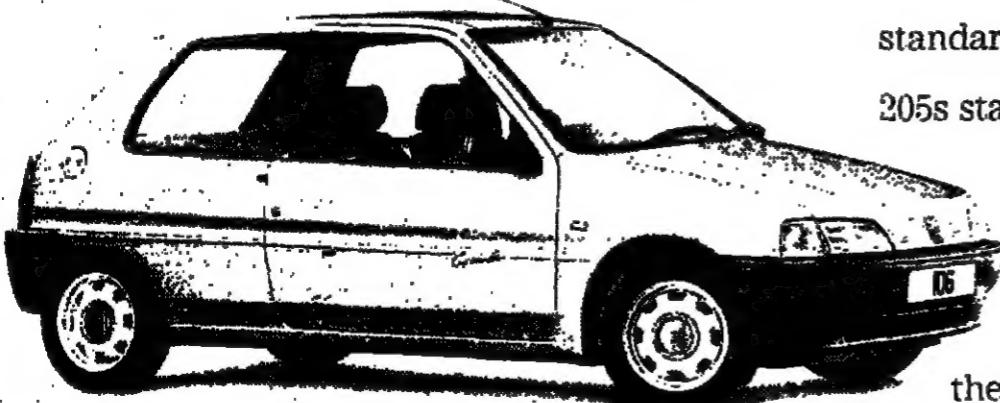
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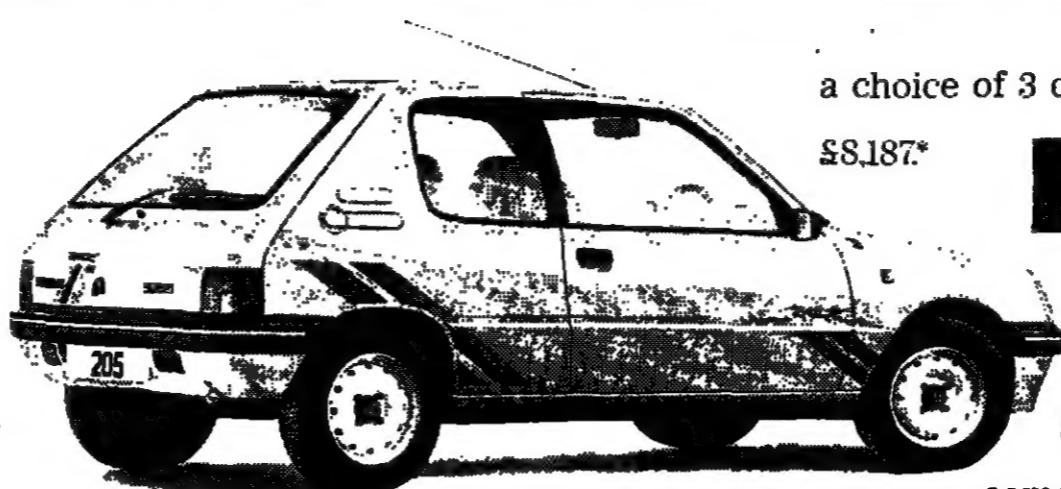
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The legendary petrol or diesel 205 Juniors come in Solar yellow for summer. They have special body stripes and wheel trims. Inside there is grey denim upholstery and a stereo radio/cassette included as standard equipment. These special edition 205s start at the very special price of £6,430.*

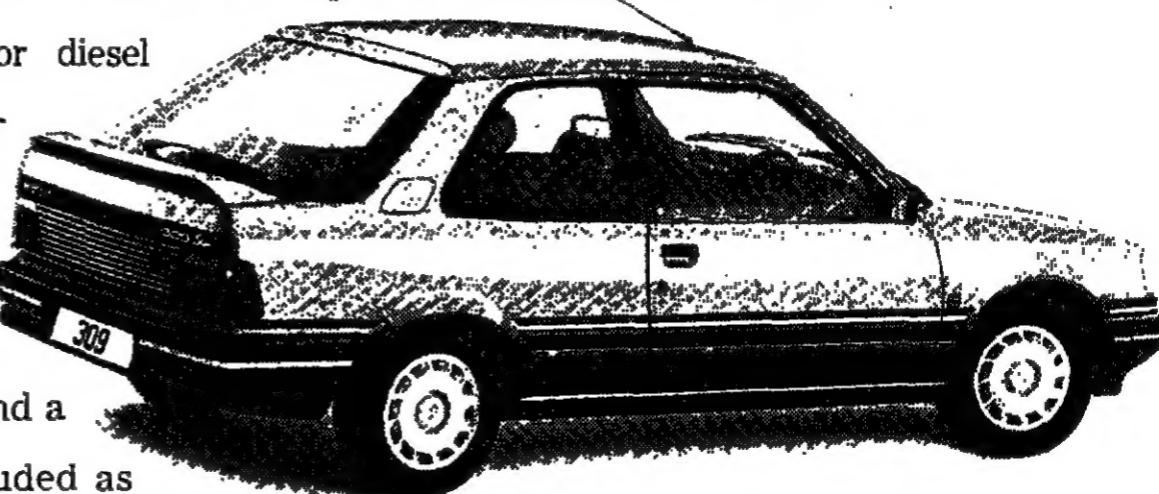
FACT: FOUR SPECIAL EDITIONS FOR SUMMER.

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Greece caught breaking UN sanctions on Serbia

FROM TIM JUDAH AND DESSA TREVISON IN BELGRADE AND CHRIS ELIOU IN ATHENS

OFFICIALS of the unrecognised former Yugoslav republic of Macedonia triumphantly announced yesterday that they had foiled an attempt by Greece to bust United Nations sanctions by exporting oil to Serbia.

Some 60 oil tankers with Greek and Serbian number plates were yesterday languishing in no man's land between the Greek and Macedonian frontier posts after customs had prevented them from crossing the river.

Greece admitted yesterday that its customs officials inadvertently violated the UN sanctions against Serbia and Montenegro. Constantine Mitrofakis, the Greek prime minister, said that the customs men on the Macedonian border "accidentally" allowed Greek and foreign oil tankers to cross the checkpoint. He explained that the violation occurred because of an "inexcusable delay" in communications between the Greek foreign and finance ministries, as a result of which the frontier authorities were not officially informed to



been organically linked for 70 years. But if we don't join them then we could end up in the sanctions zone."

Hungary announced plans yesterday to implement fully the UN sanctions against Serbia, despite fears that the embargo will mean significant losses for Hungary, the main transit route for Serbia to key markets in Austria and Germany. A government statement said a phased blockade of all services and goods transported by road, rail and sea would begin within 48 hours.

Speaking before the Macedonian announcement on the oil tanker incident, Slobodan Milosevic, the Serbian leader, voiced on the Greek television station, Mega Channel, his gratitude to Greece for its recent "expressions of solidarity with the Serbian people".

He welcomed the latest report of Boutros Boutros Gali, the UN secretary-general, in which he doubted whether Serbia had any real control over Bosnian Serb leaders. Mr Milosevic said that he regarded Mr Boutros

enforce the embargo. The foreign ministry said that action would be taken against those responsible.

Because of Greek objections, Macedonia is now the only one of the four former Yugoslav republics not to have received European Community recognition. Greece objects to the republic being called Macedonia, claiming that this would imply territorial pretensions to its northern province of the same name.

Denko Malevski, the Macedonian foreign minister, said earlier this week: "Joining the sanctions will hit Macedonia more than it will hit Serbia, at least at first, because our economies have

Ghali's report as a big step towards the truth. On Tuesday night, the Yugoslav presidency demanded that Bosnian Serb leaders stop bombing Sarajevo and other cities. There are now increasing signs of a rift between the Bosnian Serbs and Belgrade. Yesterday, the Yugoslav airline, JAT, announced that it was cutting its vital airbridge to the Serb stronghold of Banja Luka. Serbian opposition sources said that Bosnian Serb leaders have told them that they would not succumb to pressure from Mr Milosevic.

In the Bosnian capital, Sarajevo, shelling and gunfights continued overnight and into yesterday morning. A bus carrying hospital workers was attacked and one man was killed. The evacuation of the Yugoslav army from the Marshal Tito barracks, scheduled for yesterday, was postponed after Bosnian Serbs objected to the army's agreement to leave its weapons behind.

In Serbia, questions were being asked about why results of last Sunday's federal elections had not been released.



Out of court: Monica Seles, the Yugoslav tennis star, arriving at a reception in Paris celebrating the 1991 world titles. Sport, page 28

Election threatens break-up of nation

Czechoslovak leaders appear to be on a collision course, writes Steve Kettle from Prague

Czechoslovakia is bracing itself for chaos and the possible splitting of the country after a weekend general election, despite an appeal from President Havel to pull back from the brink.

The campaign ended yesterday afternoon, 48 hours before polling begins. But political leaders appear to be on a collision course for tough post-election negotiations that could paralyse the country or lead to its break-up.

One government minister said that it could take up to six months to form a new government if the right and left, and the dominant nationalist-minded parties in Slovakia, are deadlocked in the new federal parliament.

Vladimir Meciar, the controversial leader of the Movement for a Democratic Slovakia which is set to be the biggest party in the eastern region, refused to water down plans that effectively could split Czechoslovakia. "We shall adopt the constitution of Slovakia without asking anyone if we do so, not even the president – it is our right to do so," he told a final election rally in the eastern Slovak town of Kosice on Tuesday night.

President Havel clearly had Mr Meciar in mind when he told voters in a televised address that they faced a choice between stability and permanent political crisis when they cast their votes tomorrow and on Saturday.

The president said: "I urge you not to support those who promise to solve everything for you... those who have dictatorial tendencies too often change their opinions and are not able to agree with others, offering various adventurous, ill-thought out and irresponsible solutions."

The political scene has fragmented and polarised since the last federal and regional elections two years ago. Those were Czechoslovakia's first free elections for almost half a century and in effect a referendum that confirmed the end of communist rule seven months earlier.

The desire of Slovaks for self-determination and to move out of the shadow of the more numerous, wealthier and westernised Czechs dominates public life. Considerable central powers have been devolved to Czechoslovakia's two constituent republics in the past two years.

But the overwhelming issue of whether Slovakia will go its own independent way finally comes to a head this weekend. The future of radical economic reforms is also in the balance.

President Havel said last week that splitting Czechoslovakia would destabilise the whole of Central Europe.

NEWS IN BRIEF

Honecker accused on 49 deaths

Bonn: Erich Honecker, 79, the former East German leader, and Erich Mielke, 84, the former head of state security, have been jointly accused of 49 killings and 25 attempted killings between 1961 and 1989 in an 800-page charge sheet laid before the Berlin state court yesterday [Ian Murray writes].

Four other members of the communist national defence council are charged with similar but fewer offences. They are all held responsible for creating the mined and trip-wired border between the two Germanies, in which 49 would-be escapees are known to have died.

There is no mention in the charges of the six accused issuing shoot-to-kill orders, which led to border guards shooting at least 150 people as they tried to escape. This suggests that the investigators were unable to find adequate evidence to back such a charge. Herr Honecker is still in the Chilean ambassador's residence in Moscow. All the other accused are in custody.

Families sue

New York: The families of six US Marines killed by "friendly fire" during the Gulf war are suing Hughes Aircraft for allegedly "negligently and carelessly" manufacturing the missile that hit their armoured car instead of an Iraqi vehicle.

Speaker picked

Rome: Italy's politicians cleared the way for talks on forging a new government after electing Giorgio Napolitano, 66, a veteran of the former Communist party, as parliamentary speaker. It took five rounds of voting to elect the speaker. (Reuters)

Relations cool

Rome: Relations between Italy and Libya have deteriorated after Libyan media encouraged a proposal by Giuseppe Calabrese, the mayor of the Tremiti islands in the Adriatic, to request annexation by Libya. He said Rome had neglected the islands.

Aids prediction

Washington: The Aids virus is expected to infect 110 million adults and 10 million children worldwide by 2000 and 24 million adults will have Aids, according to the international Aids centre at Harvard University School of Public Health. (Reuters)

Iran backs war

Beirut: Ali Akbar Velayati, Iran's foreign minister, in talks with Lebanese warlords and politicians at the Iranian embassy here, reaffirmed Tehran's full support for guerrilla war as the only means to force Israeli troops out of Lebanon. (Reuters)

Plunging to life

Chicago: A man who revived his father after a heart attack by using a lavatory plunger on his chest has inspired American doctors to develop a plunger-like device for the job. Conventional resuscitation by hand saves only about 15 per cent of patients. (AP)

KGB generals fired in corruption drive

FROM BRUCE CLARK IN MOSCOW

THIS week's dismissal of at least three Russian KGB generals was part of a drive by its new boss to stamp out the corrupt behaviour tolerated by his liberal predecessor and to improve morale, according to a spokesman for the political police network.

Viktor Barannikov, head of the state security ministry that is the effective heir to the Soviet intelligence service, dismissed his associates for "abuses of power" and called on the public prosecutor to consider pressing criminal charges, according to official reports. Tass named one of them as Vladimir Klishin, the counter-intelligence chief, although the ministry declined to confirm that.

The ministry said that the offences had taken place under the regime of Vadim Bakatin, the liberal politician who took over the KGB for several months after the August putsch and incurred the loathing of many professional intelligence officers. It added that the dismissed generals had been guilty of "venal practices" that would have been inconceivable under the old KGB but became widespread last autumn when discipline slackened and the service was demoralised. The

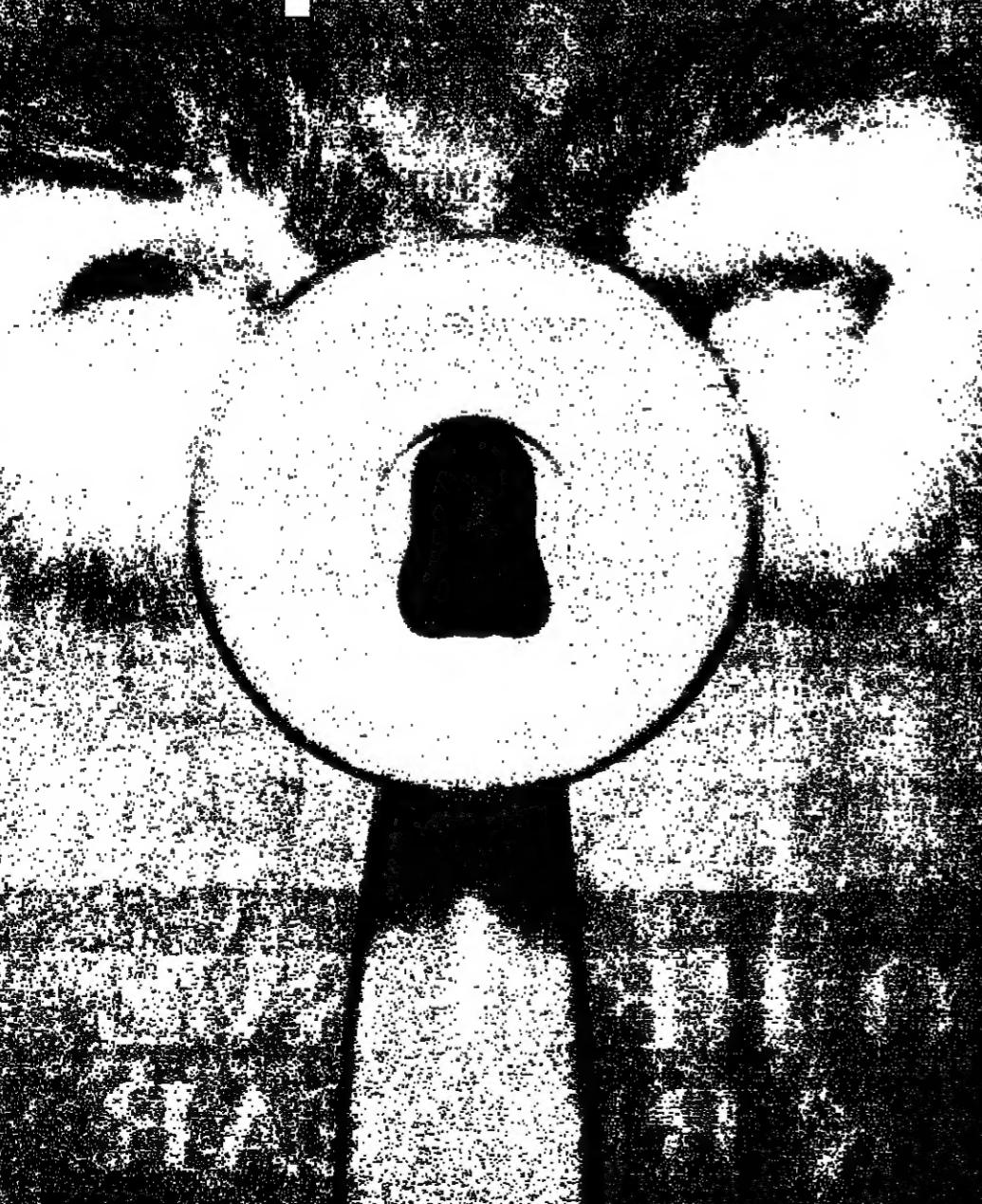
malpractices were understood to include the transfer of a flat that was supposed to be used as a KGB hideout to the relatives of a senior intelligence officer.

Officials said that the anti-corruption drive was part of the efforts of Mr Barannikov, who unlike his predecessor has spent most of his career in the former Soviet security forces and is considered a "policeman's policeman" to run a better organisation. There have been many indications of an improvement in the morale of the intelligence service since Mr Barannikov took over this year.

Although the notorious fifth department that used to harass dissidents and infiltrate religious organisations has been abolished, the new ministry has defended the record of the old Soviet KGB several times. For example, it denied a well-attested report, confirmed by the writer himself, that the KGB tried to poison Alexander Solzhenitsyn in 1971.

Experts on the KGB said that the dismissals were likely to delight rank-and-file officers who have long been resentful of their masters' apparent immunity from investigation.

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Two-minute silence observed for planet

Brazil offers to host new green institution

FROM MICHAEL McCARTHY IN RIO DE JANEIRO

BRAZIL offered to be the world's environmental progress-chaser yesterday when the United Nations Conference on Environment and Development opened in Rio de Janeiro.

The offer came from President Collor de Mello, who has acted to restore his country's battered environmental reputation by slowing the destruction of the Amazon rainforest and demarcating land for Amazonian Indians. Addressing delegates from more than 150 countries at the opening ceremony, he offered to host the UN institution expected to be set up after the summit to pursue its aim of sustainable development.

President Collor said the move demonstrated Brazil's commitment to the environmental cause. He told delegates that he had promised to give priority to environmental issues when he was inaugurated as president.

"I belong to the generation that first launched a warning against a mode of growth that was leading blindly to the extinction of life on earth," the president said.

He joined other UN and national leaders in declaring that the world's present path of growth was putting intolerable strains on the environment while doing nothing to relieve deepening Third World poverty.

"The time of the finite world has come, in which we are under house arrest," Boutros Boutros Ghali, the UN secretary-general, said opening the summit after requesting delegates to stand and observe two minutes' silence for the earth." Man had gradually tamed a seemingly infinite nature, but now, he said, every new triumph over nature was a triumph over ourselves. "Progress is not necessarily compatible with life," he said.

Maurice Strong, the chief organiser of the conference, who has persuaded more than 150 world leaders to attend next week, said that the hopes ignited at the UN's first environment conference, in Stockholm in 1972, of which he was also secretary-general, had largely re-

mained unfulfilled. He pointed to patterns of production and consumption in the rich countries, the population explosion in the Third World, and deepening disparities between rich and poor.

He bluntly addressed the population question which has been kept low on the summit agenda because of sensitivities from developing countries and Catholic countries, as well as the Vatican.

Mr Strong said: "Since 1972, world population has grown by 1.7 billion people, the equivalent to almost the entire population at the beginning of this century. 1.5 billion of these live in developing countries which are least



able to support them. This cannot continue. Population must be stabilised, and rapidly. If we do not do it, nature will, and much more brutally."

However, he immediately drew attention to the other side of the coin, patterns of consumption in the rich North. "During the same 20-year period, world GDP increased by \$20 trillion, yet only 15 per cent of the increase accrued to developing countries," he said.

More than 70 per cent went to the already rich countries, adding further to their disproportionate pressures on the environment, resources and life-support systems of our planet. He said the other side of the population problem was that every child born in the developed world consumed 20-30 times more of the world's resources than a Third World child.

He continued: "The same processes of economic growth which have produced such



Children at heart: Pele, the football star, holding a boy during his meeting with Kenyan and Brazilian street children at the Earth summit in Rio. Maurice Strong, co-ordinator of the summit, looks on

Beach rally drums up women's support

Feminist groups intend to voice their concerns to world leaders, writes Gabriella Gamini from Rio de Janeiro

AS THE sun rose over Leme beach in Rio de Janeiro, voluptuous *macumba* dancers raised their hands in the air and chanted homage to their gods while making an offering of a basket of fruit and flowers to the waves of the Atlantic.

These devotees of a cult brought from Africa, but popular among Brazilians, danced around fires and were part of a protest vigil by hundreds of Brazilian women from non-government organisations gathered in Rio to voice their concern over environmental issues. The beach was filled with members of feminist groups that belong to the Female Planet organisation and they intend to voice women's concerns to world leaders at their summit.

While the *macumba* drums pounded in the background and the women dancers finished their circular dance around a fire, hundreds of other women joined hands and formed a huge circle holding up banners stating their demands. Weary joggers looked on.

"In Brazil, as in many other countries, women are mar-

ked up of cardboard and corrugated iron shacks. The shacks are a sharp contrast to the luxury high-rise buildings lining the promenades, and the leisurely surfboard and bikini lifestyle of Rio's beaches.

"Many of the poor women have children because they are stuck in a system that gives them few options," Senhora da Silva said. "Men dominate and decide that women are there for them whenever they want. They have no access to education and therefore no knowledge of contraception."

According to another beach protester, the solution lies not in sterilising women but in educating them. "Women are offered sterilisation in exchange for cash as an incentive in the Third World. But it is no solution because it clashes with cultures," Mariela do Santos said. "Then we also have the other side of the problem. The [Roman] Catholic Church tells poor women that preventing babies is a sin." Brazil is a largely Catholic country, although there are many other denominations and religions there, such as the *macumba* cult which is a mixture of voodoo and evangelicism.

Women in poor areas need children to help them work," Senhora da Silva added. "If they had better opportunities and the richer nations were a little more generous, then these women could be taught to do other things and to have smaller families." The feminist movement in Brazil has begun to grow only in the past few years in the male-dominated society.

There is an 80 per cent illiteracy rate among women who live in the *favelas* or slums that cling to the steep hillsides around Rio de Janeiro, and those women are the most prone to having large families.

At least a third of Rio's population of nine million people live in the *favelas*. "Brazil is a largely Catholic country, although there are many other denominations and religions there, such as the *macumba* cult which is a mixture of voodoo and evangelicism.

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BROADCASTING ACT 1990

NOTICE BY THE DIRECTOR GENERAL OF FAIR TRADING CONCERNING THE NETWORKING ARRANGEMENTS MADE BY CHANNEL 3 LICENSEES

Invitation to give information or views

As required by the Broadcasting Act, the Independent Television Commission has referred to the Director General of Fair Trading the networking arrangements made by the Channel 3 licensees.

The Director General is required to consider, and publish a report on, the question whether the arrangements satisfy the "competition test" laid down by the Act (see below). If he concludes that they do not satisfy that test, his report must specify the modifications which he considers would result in their satisfying that test.

Accordingly, any person wishing to give information or views on the question whether the arrangements satisfy the competition test should write, as soon as possible, but not later than 2 July to:

THE REFERENCE SECRETARY, Room 106A,
Office of Fair Trading, Field House,
15-25 Bream's Buildings, London EC4A 1PR.

Description of the networking arrangements

These are arrangements to provide for programmes made, commissioned or acquired by or on behalf of one or more of the Channel 3 licensees to be available for broadcasting in all regional Channel 3 services. The arrangements comprise:

The Statement of Principles, which sets out, among other matters, the organisations and persons in the Independent Television Association (ITVA) responsible for programme strategy, financing, commissioning, and the network schedule; policy and procedure on the supply of programmes; and arrangements for programme finance and rights;

The Network Supply Contract, an agreement among the licensees and the ITVA, which authorises the ITVA to commission and acquire network programmes; procures that network programmes are made available by the ITVA to each licensee; and sets out the financial contributions by each licensee;

The Network Programme Licence, which sets out the terms on which programmes for the network are supplied to the ITVA;

The ITV Productions Commissions Guidelines for 100% Funded Production, which set out the principles which will normally apply in a contract between a licensee and a producer, for the making of a programme for the network, where the licensee will be responsible for 100% funding.

Copies of the full text of the arrangements can be obtained, free of charge, from the Office of Fair Trading.

The Competition Test

The arrangements will satisfy the competition test if:

(a) they do not have, and are not intended or likely to have, the effect of restricting, distorting or preventing competition in connection with any business activity in the United Kingdom; or

(b) they do have, or are intended or likely to have, such an effect, but they would satisfy the criteria set out in Article 85(3) of the EEC Treaty (which concerns agreements contributing to improving the production or distribution of goods or services, or to promoting technical or economic progress).

EARTH NOTES

Collor to seek deal on forests

Rio de Janeiro: President Collor de Mello of Brazil will be hoping to subdue the memories of past political scandals as he plays host to leaders of more than 150 nations here for the Earth summit (Gabriella Gamini and Mac Margols write).

President Collor's main conference aim is to negotiate a debt-for-nature deal, to reduce Brazil's foreign debt and inflation. He hopes to convince Western leaders to give him aid in exchange for encouraging protection of Brazil's rainforest.

In the first such deal yesterday, he negotiated a \$2 million (£1.1 million) payment from the US National Conservancy Organisation to a Brazilian non-governmental organisation working against deforestation of the Amazon.

Hume appeals

London: Cardinal Basil Hume, the Archbishop of Westminster, called for an end to over-consumption by the rich nations and for the Earth summit to tackle poverty and social justice. He urged Catholics to pray for the summit's success.

Embassy arrests

Wellington: Four Greenpeace activists were arrested after handcuffing themselves to the gates of the American embassy to protest against US environmental policy. "The US has been an obstacle to action on global warming," Greenpeace said. (AP)

Whalers backed

Rio de Janeiro: Whales should be hunted if it could be done on a sustainable basis, Gro Harlem Brundtland, the prime minister of Norway, said. Her remarks will spark arguments at the International Whaling Commission in Glasgow later this month.

Dirty look

Sydney: Australians produce more rubbish and pollute more air than most other industrialised countries. Only Americans produce more rubbish annually (1.905lb each) than Australians (1.500lb), an official Australian report said. (Reuters)

Protester seized in Peking

FROM CATHERINE SAMIPPON IN PEKING

ON THE eve of the third anniversary of the suppression of China's pro-democracy movement, dozens of police seized a lone demonstrator as he tried to unfurl a banner in Tiananmen Square, and they kicked and beat foreign journalists filming the incident.

Among the balloons counted yesterday the support for Mr Perot was relatively light. The election authorities had said they would not count so-called "write-in" votes for the challenger since his insurgent campaign had not completed the necessary paperwork. Nonetheless, one in eight Democrats and one in 12 Republicans said that they did write Mr Perot's name in some way on their party ballot slips. These "Perot ballots" had to be set aside at the counting stations and delayed.

As they left the polling stations, voters were asked not just whether they had written in Mr Perot's name but whether they would have voted for him if they had been able to. Among Democrats only 29 per cent said that they



Feinstein: contender for Senate seat

would have stayed loyal to the primary's winner, Mr Clinton. Among Republicans 38 per cent said that they would still have voted for Mr Bush.

The support for Mr Perot was consistent with opinion polls taken during the campaign, but it showed that even the more committed party supporters, those who vote in their party primaries, are prepared to back the Texas outsider in large numbers.

More than half of those who voted for Mr Bush said that they did so only because he was "the best of a bad lot".

Worried analysts from both parties spent yesterday trying

Outsider's lure deprives Bush of key adviser

FROM MARTIN FLETCHER IN WASHINGTON

IT IS not just Republican voters who are abandoning President Bush as Ross Perot's popularity soars. Yesterday the rot spread to the White House itself when one of the president's senior aides resigned.

Sherrie Rollins, communications adviser to the president, announced she was leaving due to unspecified "personal circumstances", but everyone knew what they were. The unstoppable Texas billionaire is about to sign up her husband, Ed Rollins, the conservative political wizard who was President Reagan's 1984 campaign manager and his White House political director.

An Amnesty report said that "human rights violations continue unabated... thousands of political prisoners remain imprisoned, including prisoners of conscience held solely for the peaceful exercise of fundamental human rights".

Mr Perot confirmed yester-

day that he had approached Mr Rollins and Hamilton Jordan, Jimmy Carter's 1976 campaign manager and later White House chief of staff. He wanted "the two best people in the business", he said. "We do not have time to climb up a learning curve on all the blocking and tackling that has to take place, all the rules and regulations and what have you."

Early last year, Mr Rollins resigned as head of the Republican National Congressional Committee after falling out with Mr Bush over taxes. Mrs Rollins' resignation letter suggested that she was leaving to avoid conflicting interests, not out of enthusiasm for Mr Perot.

The stars fall out page 14

Treaty loses friends as MPs on all sides hail Danish stand

By PHILIP WEBSTER AND NICHOLAS WOOD

THE Maastricht treaty appeared to have far fewer friends at Westminster yesterday than the big Commons majority for the ratification bill suggested two weeks ago.

Many Tory MPs who had faithfully trooped into the lobbies to back the government in the second-reading vote were elated that the treaty seemed to have been scuppered. Labour MPs who had uneasily backed their leadership's line of not opposing Maastricht joyfully joined the out-and-out sceptics in cheering Neil Kinnock when he told a private meeting of the parliamentary Labour party that he had demanded that the government should suspend the bill, and declared that the treaty had either "become defunct or gone into hibernation".

Later, in the Commons, Mr Kinnock demanded a thorough report and a Commons debate on the implications of the Danish referendum decision before MPs continued with the legislation to ratify the treaty.

The Opposition leader welcomed the decision to postpone further consideration of the European Communities (Amendment) bill and told the prime minister: "Such clarification is essential because it would not otherwise be possible to justify continued consideration of a bill to ratify a treaty which the passage of events and the requirements of Community law might render incapable of implementation."

The prime minister, who had made a statement to the House on the situation, replied that he would consider what form of report about consultations might be laid before the House before it returned to the bill.

Outside the chamber, a mood of liberation gripped MPs on both sides as the implications of the Danish referendum result began to sink in. The true scale of parliamentary unease about the closer economic and political union envisaged by Maastricht had always been hidden by the discipline of loyalty to the leadership stance. Now an external event had given the undisclosed dissenters an opportunity to reveal what they really thought.

Sir Rhodes Boyson, one of the 336 MPs who backed the treaty on May 21, likened Tories to a reluctant coach party. They had not wanted to desert the driver; now the door had been opened and they could get out.

Michael Spicer, the former minister who has been leading opposition to Maastricht, said that "common sense was breaking out" everywhere.

George Walden, a long-standing pro-European Tory MP, summed up the changed

BRITAIN: THE COMMONS DEBATE

mood by saying in the chamber that the treaty was never wanted by the government, the House or the country and there was no enthusiasm for it. Last night, Tory MPs, including many from the new intake who backed the bill two weeks ago, were signing a Commons motion calling on the government to use the suspension to make a "fresh start".

Even before the government's decision to suspend the bill became known, another senior loyalist had broken ranks. Sir Patrick McNair-Wilson wrote to Richard Ryder, his chief whip, saying: "I can no longer support the government in further debates on the Maastricht treaty. The treaty was at best an attempt to keep open options and is already seen in many parts of the Community as irrelevant to the needs of Europe, grappling with recession. The Danish decision has made any further discussion pointless and the govern-

ment should curtail further debate in Parliament."

Sir Patrick's defection was clear evidence that Tory doubt about ever-closer European union is not confined to the 22 rebels who voted against this branch."

He added: "Does the prime minister accept that if this House does, as I think it will, confirm the Maastricht process, the British people are entitled to have their say in a referendum?"

Mr Major said: "I am not in favour of a referendum in a parliamentary democracy and I do not propose to put one before the people."

Peter Shore, a long-standing Euro-sceptic, said the Danish vote was "a victory for democracy, a defeat for European bureaucracy and European centralism".

Sir Edward Heath said that Mr Major had been right to confirm his determination to support the treaty which he and fellow ministers had negotiated. The Commons majority of 244 on the second reading of the bill to ratify the treaty overruled the hostility of some MPs.

No referendum, page 1
The retreat, page 14
Leading article, page 15
Krona plummets, page 19



Looking ahead: Jacques Delors, the European Commission president, insisting yesterday that the rest of the European Community should forge ahead with plans for greater unity in spite of Denmark's opposition. The Danish vote is seen as a clear indication that the centralisers have had their day

(Robin Oakley and George Brock write) against that background, ministers are questioning whether it remains appropriate for Britain to continue to support M Delors for a third term as head of the Commission. An informal deal between Britain and Germany at last year's Maastricht summit to allow M

Delors a third term has now come under sharp pressure as a result of the Danish revolt. In the Commons, John Major, questioned by Euro-sceptic MPs critical of M Delors' role, said that nothing had been decided yet and that any reports which suggested the contrary were "unfounded and premature".

The subject is likely to come up when Mr Major and Helmut Kohl, the German chancellor, meet in Bonn tomorrow. MPs suggested that M Delors was the biggest impediment to the achievement of the kind of European Community Britain wanted.



Capitals reel from surprise vote

LINES between Whitehall and continental capitals were buzzing furiously yesterday as the European Community attempted to work out the implications of a Danish referendum result that had never been expected. These are the answers to some of the questions being asked:

□ Will Britain have a referendum too?

No. John Major ruled it out again yesterday saying that he was not in favour of a referendum and did not propose one, a line he has held consistently since Margaret Thatcher urged a referendum last autumn. In response to questions, he said that a referendum was not in the interests of good government. He said that the 1975 referendum had been held to cover divisions over Europe in the then Labour cabinet: "There are no such divisions in my cabinet".

□ What happens now to the British parliamentary bill to ratify the Maastricht treaty?

The government will persevere with the bill. It intends to put Britain in a position to ratify the treaty in the hope that the Danes will have second thoughts, possibly following a second referendum. But there will be a full in parliamentary proceedings while lawyers and others examine the implications of the Danish referendum. Ministers still hope to complete the

whole treaty. Since the Maastricht meeting at which Britain secured its opt-outs on the single currency and the social chapter, doubts have arisen about the treaty in other EC nations, many of whom would now want concessions of their own.

□ How will the Danish decision affect the European parliament?

The proposed increase in the powers of the parliament, giving it greater financial control over the European Commission, the right to block some legislation and an Ombudsman, will not take place unless the treaty is ratified by all twelve members.

□ Who will hold the EC presidency after Britain?

□ What will Brussels do? The unity of the Maastricht treaty could be abandoned and Denmark could be allowed to drop out of the inter-governmental councils on foreign affairs and criminal justice but remain in that part of the treaty which sets a binding timetable for monetary union. Denmark could then hold a second referendum on aspects of the treaty likely to be more appealing to an electorate worried by both immigration and a future EC defence policy. If Danes voted "Yes", something called the "Maastricht treaty" would have been salvaged, but at high cost to federalist

ambitions.

Or eleven states could sign a Maastricht treaty, substituting the figure "11" wherever the text refers to 12 states. Two overlapping sets of governments would then be attempting to conduct the same business under two sets of rules. The legal and administrative problems raised by the British opt-out would be vastly magnified. The EC would tangle itself in further complications.

□ Will EC enlargement go ahead after completion of the Single Market?

British ministers have said that their priorities for Britain's six months in the chair from July 1 would be the enlargement of the Community and the completion of the single market laws due to come into effect at the beginning of next year. Single market legislation is unaffected by the crash of the Maastricht treaty, since those changes are based on the Single European Act which is already in force. But the processing of seven applications for EC membership will be hugely complicated by Tuesday night's vote. Technically, the EC could start talks with Sweden, Finland, Austria and Switzerland on schedule. But the effect of the Danish vote will be to swing opinion against the rapid inclusion of states likely to be lukewarm about federalism.

“The Danish people have spoken for many who have not had the chance to make their views known. They have done a great service for democracy.”
— Margaret Thatcher

“The Maastricht treaty began to build the kind of European Community we wish to see.”
— John Major

“A fist in the face?”
— Uffe Ellemann Jensen, Danish foreign minister

“The Danes have saved our bacon.”
— Tony MP, Christopher Gill

“We mean to take this very steady. It’s no use crying over the vote in Denmark, though I think it is a pity.”
— Douglas Hurd

“The Common Market is crumbling and the sooner the Tory government and the Labour front bench understand that, the better.”
— Labour MP, Dennis Skinner

“There is nothing to have a referendum about.”
— Neil Kinnock

“I don’t think we should be over-excited by one small country.”
— Pro-European Tory MP, Peter Temple-Morris

“It’s a sad day when the parliamentary sovereignty of the United Kingdom has to be saved by our Danish friends.”
— Enoch Powell

“It is not possible to have a country which would only partly participate in the European Community.”
— Portuguese foreign minister, Joao de Deus Pinheiro



Mitterrand
on a re

Kohl fights to
Community

Vote depresses Danish market

FROM CHRISTOPHER FOLLETT IN COPENHAGEN

THE Danes' rejection of closer European co-operation has thrown Danish politics into confusion. Only 46,000 votes separated the rejectors from the supporters of the treaty — the closest of margins in a race marked by a 82.9 per cent turnout. When Danish voters entered the booths at polling stations, they were welcomed by a wall poster explaining that the vote was for or against Danish ratification of the Maastricht treaty on European political union. But there was no referendum question: voters had simply to put a cross against yes or no on the ballot paper.

Denmark's devastating "no" sent shares and bonds plummeting in nervous trading on the Copenhagen stock exchange throughout much of the day. The result depressed the banking and corporate sectors and prompted the key agricultural sector to give warnings of catastrophic consequences for Denmark's food and farming industries. Danish industry also expressed grave concern at the vote and its possible effect on the country's exports. One industrial umbrella organisation described the result as "good night Denmark".

Economists forecast higher interest rates, spilling unemployment, sagging foreign investment and a long-term slowing of the country's present economic upswing in the aftermath of the vote. On the political side, doubt has been cast over Denmark's



Ellemann-Jensen: to try for new EC role

planned assumption of the six-month rotating presidency of the European Community, due to start next January after Britain's tenure.

Uffe Ellemann-Jensen, the Danish foreign minister, said: "It is my duty to try to renegotiate a new arrangement for Denmark. It is up to the Community to decide if Denmark can hold the EC presidency in the first half of next year. Our task is now to look for the possibilities of staying inside European co-operation.

I hope we can find a broad range of activities in which we can remain in Europe, by searching for possibilities for renegotiating some areas of the treaty, after seeking the advice of the other Danish political parties and our European partners."

Mr Ellemann-Jensen did not have to deliver its final formal response on Maastricht to the EC until the end of the year. He expressed the hope that Copenhagen would still be able to participate in the most important areas within European co-operation, salvaging as much as possible of the country's involvement in Europe.

While Danish males voted en masse for the Maastricht treaty, opinion polls revealed that their down-to-earth womenfolk were decisive in tipping the referendum result in favour of a no. "Women insist on

Other analysts point to a breakdown in communication between the political establishment and the people and there is clear evidence of a new xenophobia sweeping Denmark. Political Denmark operates on an elevated EC level often, ignoring the very real fears of the Dane in the street. Ole Borre, professor of political sociology at the University of Aarhus, Denmark's second city, said: "Ordinary Danes mistrust the far off Brussels bureaucracy, they dislike foreigners in general and fear uncontrolled immigration from southern and eastern Europe."

The crisis between Danes and their rulers partly rests on a series of scandals in recent months involving government administration which have sparked general voter disillusionment with the body politic. Professor Borre said the language of the Maastricht Treaty, especially the word union, had probably alienated many Danes.

"Most Danish women feel they are more socially advanced, more progressive than their sisters in the south of Europe, they fear they will lose their independence and rights in a tighter EC union."

The Danish people followed their hearts when they voted No to a union with the ambitions of a federal super power," said Mrs Annette Just, spokeswoman of the right-wing, anti-Maastricht Progress Party.

Diary, page 14

Dublin will press ahead with early referendum

BY EDWARD GORMAN, IRELAND CORRESPONDENT

THE Irish government yesterday signalled its determination to carry through a referendum on Maastricht in two weeks' time, despite calls by some opposition leaders and pressure groups associated with the abortion controversy for a delay.

Albert Reynolds, the prime minister, seemed particularly keen in this moment of crisis for the European Community to demonstrate Ireland's commitment to the central political and economic objectives of Maastricht and to secure a vote in favour of it on June 18, even if a second referendum on a new treaty may be required at a later date.

Mr Reynolds discussed the position with Jacques Delors, the president of the European Commission, yesterday prior to reviewing the matter in cabinet. It is thought they agreed that Ireland should press ahead with what they hope will be a successful conclusion to help limit the damage inflicted by the Danish referendum result. It was widely accepted in Dublin, however, that an unfavourable outcome in Ireland would put the Maastricht process beyond recovery.

Speaking in the Dail, Mr Reynolds dismissed the suggestion that Denmark's decision not to ratify the treaty amounted to a crisis for Ireland. "This is not a time to climb back on the fence, to pause for second thoughts, to indulge in knee jerk reactions, or to attempt to seek a referendum which

could have no legal standing. "We are being asked, first, to enable the state to ratify a treaty which has no force in European law," he told the Dail. "Secondly, we are being asked to give institutions and bodies the power to make decisions and carry out acts which have the force of law in Ireland, even though they too can have no force in Europe."

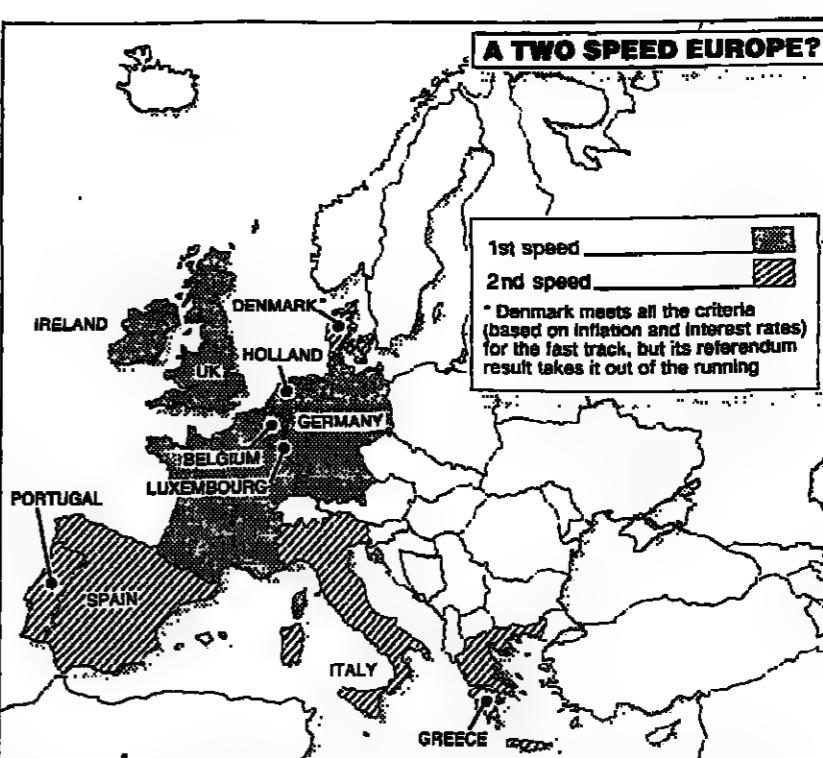
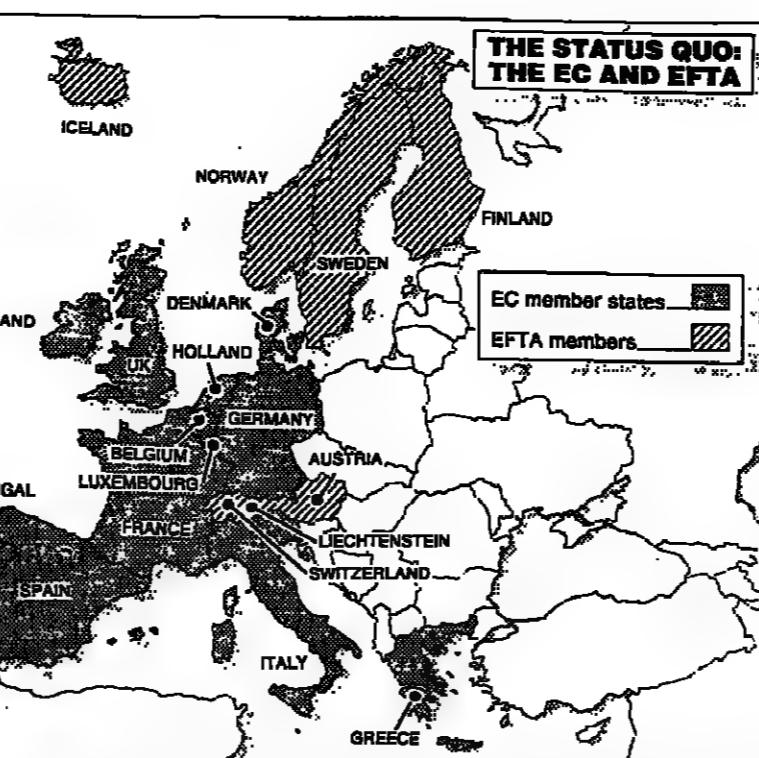
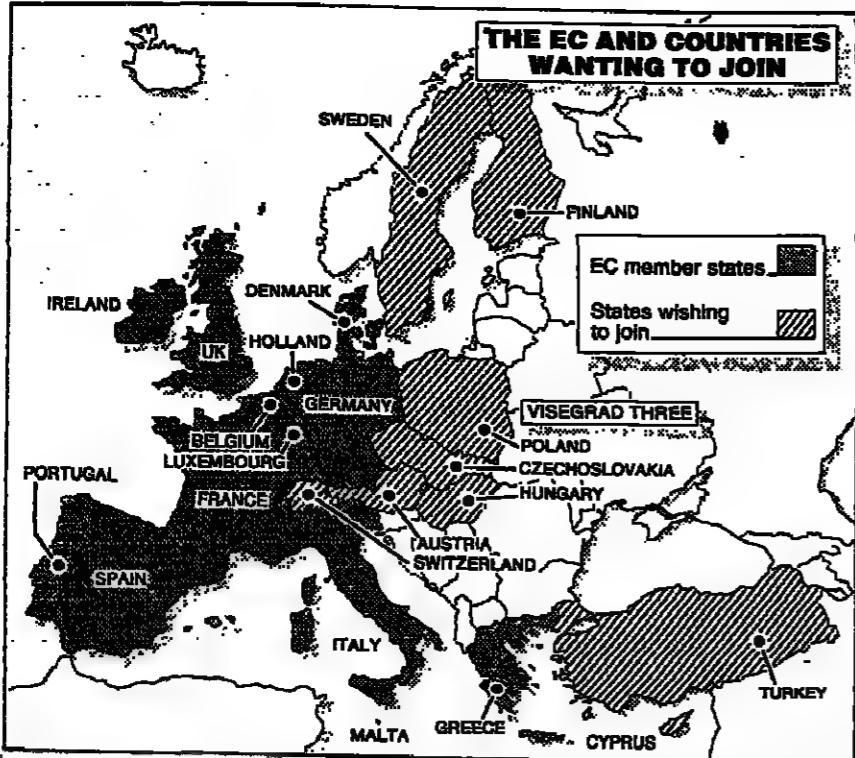
The question in the Irish referendum on Maastricht is posed in the context of a short bill enabling the state to ratify the treaty. The ballot paper asks: "Do you approve of the proposal to amend the constitution contained in the undermentioned bill?" The next line simply sets out the bill as follows: "Eleventh amendment of the constitution bill, 1992. Underneath this question, "If you approve, mark X in this square. And then if you do not approve, mark X in this square."

The government's position puts it at odds with some opposition groups who called for a delay so that the full implications of the Danish result could be assessed. Dick Spring, the leader of the Labour party, said it was patently absurd to push ahead with a referendum which

"I don't think we should be over-excited by one small country." — Pro-European Tory MP, Peter Temple-Morris

“It's a sad day when the parliamentary sovereignty of the United Kingdom has to be saved by our Danish friends.” — Enoch Powell

“It is not possible to have a country which would only partly participate in the European Community.” — Portuguese foreign minister, Joao de Deus Pinheiro



Frontiers of change: after the Danish "no" vote, Europe could become an enlarged Community without full political integration, develop a loose EC-EFTA association, or see a growing split between rich and poor

Political earthquake that could redesign a continent



HOWEVER isolated or reversible the Danish vote against the Maastricht treaty may appear, Western Europe's political self-confidence has suffered a shock that is reverberating from one end of the continent to the other. Europe may well be redesigned as a result.

Fewer than two million Danes triggered the earthquake, but their motives reflect doubts and fears bubbling to the surface in all of the EC's 12 states. The deepest of all the anxieties about the unglued compromises that emerged from last year's grinding treaty talks involve the fear that too rigid a framework had been clamped together too quickly.

France, President Mitterrand said with astonishing frankness recently, had been

The Danish referendum result reflects doubts and fears bubbling to the surface in all of the EC's 12 states, George Brock writes from Brussels

suffering a "psychosis of fear and insecurity" since the fall of the Berlin Wall. The Maastricht treaty was born of an agreement between Helmut Kohl, the German chancellor, M. Mitterrand, and Jacques Delors, president of the European Commission, that an enlarged Germany should be "anchored" in a tighter Community.

But federalist maxims are losing their attraction. Danes, twice defeated by their German neighbour, are quite certain that a United States of Europe would

submerge Denmark. Germans long content to defer to French bossiness, are irritated to discover that the single market is allowing French state-run firms to take over more competitive private-sector German companies. Even many French people have been appalled to discover that their leaders have cooked up a treaty that will allow Europeans to vote in French local elections.

The Danish referendum surprise is a symptom of the deep confusion that now reigns over the EC's true purpose. A single-minded

drive to unite the eastern and western halves of Europe through poverty or profligacy.

The most drastic federalist solution to the Danish dilemma would be for 11 states to baffle Denmark into agreeing to dissolve the Treaty of Rome and write a Treaty of Edinburgh, where next December's summit is to be held, that reproduces Maastricht but with only 11 members.

But then a barrier would be raised against new members of the EC because states with doubts are liable to be expelled and the Maastricht accords might unravel while they were being renegotiated.

Maastricht divided the "union" into three "pillars". Alongside the traditional EC machinery were intergovernmental councils for foreign affairs and criminal justice. Federalists hope to fuse all

three in time. Denmark could be offered membership of the EC part only, including stronger environmental and social policy, and drop out of foreign and judicial affairs. M. Delors' staff are tempted by this "variable geometry".

Denmark could withdraw from the EC and join the seven Scandinavian and alpine states of the European Free Trade Association, which are ratifying a deal to create a 19-state single market. Four EFTA states — Sweden, Finland, Austria and Switzerland — have applied for full EC membership. They had hoped for entry in 1995; the late 1990s must now be more likely, pushing back the entry of East Europeans into the next century.

The EC or European union creates, over a decade

or more, concentric circles. A core of six to eight richer states formed round Germany, France and (perhaps) Britain would try to create a single currency, regulate a single market, adopt a common immigration policy and co-operate closely on diplomacy and defence. A second circle would include EC states that adopt all those policies minus monetary union. A third circle would include countries wishing to join the single market but neither a political, a defence nor a currency union. A fourth circle might include East European states co-operating in areas of mutual interest while waiting for closer integration.

There is a possibility that the EC as it exists will in effect split into two speeds, a fast and a slow track.

Mitterrand gambles on a referendum

FROM PHILIP JACOBSON IN PARIS

THE long shadow of General de Gaulle fell across the Elysée Palace yesterday with the dramatic announcement that President Mitterrand will ask the people to back his vision of Europe through a referendum on the Maastricht treaty.

While recent opinion polls suggest that this is a safe enough gamble, it involves the unavoidable risk of the French choosing to turn the process into a vote of confidence in a president who remains decidedly unpopular with the public at large. M. Mitterrand needs no reminder that the downfall of De Gaulle followed a stinging reverse in a 1969 referendum on matters of purely domestic political concern. With the debate on Maastricht now fully engaged and both houses of the French parliament considering the constitutional changes required before the treaty can be ratified, the stakes could hardly be higher.

Even so, the speed with which M. Mitterrand reacted

to the news from Copenhagen makes it clear that he judges the moment right to confront his most vocal critics on Europe. In providing the neo-Gaullist RPR party with the national referendum it has been demanding, long and loud, he has deftly seized the initiative at a moment when tensions over the Maastricht ratification process are seriously undermining the flimsy coalition of the mainstream right.

Whatever the terms of the referendum, it would be political suicide for Jacques Chirac, the RPR leader, to be seen as standing out against continued French participation in the drive for European unity. M. Chirac's problem is that an anti-Maastricht faction within the RPR is doing well with its gut appeal to stop Brussels gobbling up French sovereignty. Like most of his followers, M. Chirac abstained in last month's National Assembly vote at which

the bill for constitutional revision was comfortably approved.

By contrast, the centrists of the UDF, though nominally linked to the Gaullists in yet another electoral pact designed to present a united front, are already solidly arrayed behind Valéry Giscard d'Estaing, their enthusiastically pro-European leader, and may be counted upon to campaign for a "yes" to Maastricht. M. Giscard d'Estaing's prospects for another run at the Elysée when President Mitterrand steps down in 1995 are not high as it is and support for Europe will have to provide the main plank for any eventual effort.

That leaves the French Communists, implacably opposed to Europe and now ready to vote against the ruling Socialists on confidence motions. Their 26 MPs did so earlier this week after the farm policy debate, exposing the vulnerability of the minority government. But with the parliamentary process to be bypassed, the Communists will have to mine the deep seam of discontent that exists among France's farmers to make any serious impact on the outcome of the referendum.

The last time M. Mitterrand appealed to the people in this way was in 1988, when less than 40 per cent of voters bothered to register any opinion about the future of New Caledonia. The government prevailed comfortably then, and if Pierre Bérégovoy, the present prime minister, is to be believed, it will do so again and on a far more decisive turnout. "We have full confidence in the judgment of the French," he told an excited National Assembly yesterday.

As soon as the result of the Danish referendum was known, the chancellor got in touch with President Mitterrand of France to form a common front. He considers that the Franco-German relationship is the sheet anchor of the Community and that it was therefore essential for the two leaders to stand firm in the face of the Danish threat to European integration.

Their joint statement, declaring their intention to stick by the timetable and goals of Maastricht, was clearly meant as a signal to the rest of the Community that the two nations at the heart of Europe were steadfast.

There is nevertheless evi-

dence that fear in Denmark of the power of the united Germany was a contributory factor in the close result of the referendum, given that if one vote in a hundred had gone the other way the result would have been different. The folk memory of two wars fought over Schleswig-Holstein in the last century means that to this day there is resentment along the Danish side of the border.

The poll, conducted among

4,219 voters over the past 11 days, showed that disenchantment is highest among people under 30, of whom 88 per cent think that the cost is too high. Herr Kohl, who believes that his generation is the last to understand that a united Europe is the best antidote to dangerous nationalism, is



Mighty mouse: how the syndicated German cartoonist Horst Haizinger saw the Danish referendum result

Media predict demise of unity pact

BY OUR FOREIGN STAFF

EUROPEAN press reaction reflects widespread shock at the Danish result. In France, the left-leaning daily, *Libération*, said the Danish "no" amounts to a warning to the architects of this Community, which remains for most citizens a technocratic construction far from their everyday preoccupations".

Le Monde cited the narrow margin of the Danish rejection, and if Pierre Bérégovoy, the present prime minister, is to be believed, it will do so again and on a far more decisive turnout. "We have full confidence in the judgment of the French," he told an excited National Assembly yesterday.

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EUROPEAN PRESS REACTION

Die Welt said that with Britain and Denmark in a marginal community of their own, "the cascade is now split into two speeds". Those who wanted European union had to decide between trying to negotiate a Maastricht II or being driven into the laager.

In Italy the *Corriere della Sera* said that the Danish vote "opens a season of crisis and uncertainty in the European Community". It said:

"Because ratification of the treaty on the part of everyone is necessary for its implementation, it is practically dead in its actual form."

La Repubblica in Rome said the Copenhagen decision "is a very hard blow for Jacques Delors in Brussels, François Mitterrand in Paris and Helmut Kohl in Bonn".

The newspaper pointed to the vagueness of the terms of the Maastricht treaty. "This doc-

ument is not convincing; the question is whether one can get a better one."

In Germany the *Frankfurter Allgemeine Zeitung* said in its leader today that there were grounds for growing scepticism and antipathy towards Euro-politics. "Their democratic legitimacy is doubtful, their bureaucratic side is ever more coming to the fore." It said "clear misjudgments show that the whole process has become opaque and citizens have become suspicious of it". The newspaper pointed to the vagueness of the terms of the Maastricht treaty. "This document is not convincing; the question is whether one can get a better one."

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to negotiate a Maastricht II

or being driven into the laager.

The Belgian daily *Le Soir* said: "This astonishing result risks plunging Europe into an extremely grave political crisis, especially as no plan was made in the case of a member state not ratifying the treaty. Do we now go back to the Treaty of Rome, as if Maastricht had never existed? Or do we renegotiate some new amendments to Maastricht before another Danish referendum?"

One lawyer in Brussels who

used to work for the Commissi-

on said the EC had come to

the "democratic crunch" and

the Danish electorate had

shown there was not a clear

enough understanding of

where the Community was

heading after the completion

of the single market. He said

governments had become out

of touch with their electorates

on the issue.

"It was only a question of

time before the people of

Europe asked what exactly is

happening," he said. "The

problem is that the EC is for

specialists and governments — when you give it to the

people it becomes something of a lottery."

In recent Swedish and

Finnish opinion polls,

the public still seemed largely

in favour of joining the Commu-

nity, but all Scandinavian

Bernard Levin

Why do scientists become unscientific when confronted with evidence of the paranormal?

There is a bizarre notion going about that scientists are scientific. Does anybody know where this absurd belief got into circulation? I ask because of the extraordinary business of Dr Nicholas Humphrey.

Dr Humphrey is undoubtedly a scientist, indeed a justly well-regarded one, and he has recently been appointed a research fellow in parapsychology at Darwin College, Cambridge. As Alice Thomson explained in her recent Times interview with him, £100,000 had been left to the college for such an appointment, a gesture that was by no means unanimously welcome there. This looking a gift horse in the mouth (and a £100,000 horse at that) was caused by the hysterical terror that seizes so many otherwise rational people when anyone suggests that there might be things in the universe that cannot be detected by sight, sound, smell, touch or taste, yet have an effect, even a physical effect.

The two men most extravagantly terrified of the possibility that that may be so, are the truly eminent editor of *Nature*, Mr John Maddox, and the hardly less expert Mr Adrian Berry, science correspondent of *The Daily Telegraph*. Mr

'A terror seizes otherwise sensible people when the subject of the paranormal comes up'

Maddox keeps heterodoxy at bay by a careful refusal to study anything that might shake his certainty, and Mr Berry, faced with a similar suspicion, goes into a series of frightful seizures culminating in the *arc-en-ciel*, which must be significantly shortening his life expectancy.

I shall come back to this phenomenon, but first I want to pick up Dr Humphrey where I left him.

Darwin College (shame on them with such a name!) hesitated to carry out the joint benefactors' wishes, lest such a seat of learning

might become a laughing-stock among those who are quite sure that Hamlet was wrong when he pointed out that there were more things in heaven and earth than were dreamt of in Horatio's philosophy.

A near compromise was arranged: the bequest specified a research fellow in parapsychology, but the post was offered to a man who plainly has nothing but contempt for the very idea of parapsychology, and from Dr Humphrey's comments in the interview it seems that he is determined to oust both John Maddox and Adrian Berry in their horror of anything they cannot hear, see, touch, taste or feel.

"An extraordinary amount of people do still believe in the paranormal... But the most important work to be done in this area is to expose the fallacies... Roman Catholicism without the paranormal would be nothing... But then who needs Catholicism? Praying has no paranormal benefits... After 100 years... they have come up with nothing convincing... I want to show not only that these things don't happen, but they are logically impossible."

No wonder Dr Humphrey's interviewer commented drolly, "Not exactly what the people who left the money intended".

Now a scientist who says, "I want to show not only that these things don't happen, but they are logically impossible", must be a very peculiar scientist indeed. Take the simplest and perhaps most familiar paranormal belief, telepathy. There is much evidence that such communication exists, but of course Dr Humphrey is at liberty to insist (well, he would, wouldn't he?) that it is all coincidence; and so it may be. But what kind of a scientist is he to think that he can prove that it can't be true? Has he ever read a page of Sir Karl Popper? Or does he think Popper, too, is a piece of pseudo-epioplasm, ripe for exposure?

I come back to the extraordinary

terror which seizes otherwise perfectly sensible people when the subject of the paranormal comes up. On this subject, I have asked what history, I trust, will call Levin's Question, and I have asked it again and again and yet again and once more again; nay, not content with that, I have even halloo'd it to the reverberate hills, and I am perfectly willing, if it would help, to stand on one leg for a week and then ask it once more, but as yet, from those who reject in manifest dread any possibility that the paranormal might exist, I have never had a coherent answer.

Here then, is Levin's Question. It is: If the paranormal does exist, and acts upon us in reality without our knowing how the effect is made, what would be so dreadful about it?

And the dreadfulness is no metaphor. I have repeatedly induced shaking rage in those who deny the paranormal, not by baiting them or jeering at them, but simply by asking Levin's Question and pressing for an answer.

The more I examine the unscientific rejection of the paranormal, the more I wonder why it should be so complete and unquestioned. A few years ago I was a guest at a lunch at which one of the other guests was a scientist whom I admire, not least because of his book about science itself. The talk turned to the work on the paranormal by Dr Brian Inglis, who is this country's leading figure in the field; he has written a dozen books on the subject, and their meticulous scholarship is outstanding. The scientist dismissed Dr Inglis's entire oeuvre (though he did so calmly, pleasantly and with no suggestion of charlatanism) as nonsense; but under pressure

from me, he gaily admitted that he had never read any of Dr Inglis's books.

We shall see, in due course, how Dr Humphrey gets on in his new post; I would be sorry to think that so much of his time will be given to shrieking at the paranormal that he will have little time to examine the evidence. It is no use reminding him that he is the research fellow in parapsychology at Darwin College, because he made his position plain before he took up the post: no double-crosser he — for him, research in parapsychology seems to mean knocking it down and stamping it into the ground.

Stamp on, stamp on, good doctor, and do not burst into tears if you come across a phenomenon that you cannot explain with the normal tools of science; just ignore it. "We have a duty to accept responsibility for our own actions," he says, "and to have an alternative to superstition." Quite, but what is his stance if not pure superstition? What would you call an apparently ironclad determination not to examine more than one half of the evidence? Yet Dr Humphrey is a rightly respected scientist, whence my opening question — who spread the rumour that scientists were scientific?

When you think how little humankind knows about the way the world goes, from the mystery of why the anopheline mosquito came into being to the mystery of what love is, it is surely an impertinence to behave, as Dr Humphrey does, as though all mysteries, large and small, are either already solved or very shortly will be. Tell me, good doctor, what song the Sirens sang, or what name Achilles assumed when he hid himself among women? After all, we have Sir Thomas Browne's assurance that though these are puzzling questions, they are not beyond all conjecture. But I bet Dr Humphrey doesn't know the answer to either.

George Bush's star has been falling for months. Now, it seems, his stars are falling too. Even before this week's California primary votes were counted, the president had lost Kevin Costner, Tom Selleck and several other more dimly shining lights who helped his 1988 election campaign. He still has Arnold Schwarzenegger on his side and a few more golden oldsters for emergencies. But is that enough? supporters here are asking?

The White House affects a lofty unconcern that its actor friends have proved so fickle. The Bushes have never been big film-star fans. Four years ago at a fund-raising dinner, Frank Sinatra turned his back on Mrs Bush throughout the meal and afterwards told guests: "I wish I were Dean Martin because then I'd be bombed." As the Los Angeles author Ronald Brownstein recounts, Mr Bush was not amused. Earlier in his career the president had been able to eschew the lure of other people's glitz. His roots were

ought to be natural heir to the bounty of Beverly Hills, has been scrambling around its liberal salons as if he were on a hill-climbing holiday. He is looking for millions of dollars to pay off campaign debts and finance a November campaign that the intervention of Ross Perot could make the most expensive in history.

He had a slow start. Senator Bill Bradley of New Jersey was the early Hollywood choice. Then the Nebraska senator, Bob Kerrey, held the spotlight and Hollywood cheques for a while. Senator Tom Harkin of Iowa attracted the hardest left-wing ideologues. After they withdrew, the Democrat donors came around. The front-runner for the nomination now has support from the city's thickest-funded fundraiser, Robert Durst, from the former Fox

chairman, Barry Diller, from bosses at Disney and Tri-Star studios and such luminaries as Sydney Pollack and Neil Simon.

There is no concentrated enthusiasm, however. Hollywood, like the rest of America, is less in awe of its politicians than once it was. Paul Newman and Charlton Heston want to argue nuclear and environmental strategies themselves, not to warm up crowds for other policy-pushers. The success of Ronald Reagan encouraged liberal stars and starlets to attempt like transformations.

Even if stars do not run for office themselves, they know their own power. If a pesticide expert argues before Congress about dangerous apples, no one will care. If Meryl Streep or Jessica Lange or Brooke Shields makes the case, the issue will be on the front pages.

Although activist stars are now taken more seriously, that does not necessarily make them more useful for full-time politicians. In February Mr Schwarzenegger, seen by some as a future vote-winner in his own right, overshadowed President Bush in New Hampshire. Warren Beatty did more harm than good to Gary Hart, appearing so close to him that Mr Beatty's Hollywood values, unacceptable to most Americans, became part of the Hart values too.

One reason that Mr Bush may not regret his Hollywood defections is that he plans to run strongly against Hollywood values in November. Ross Perot, the real winner in the California primary, affects a puritan disdain for the glamour of celluloid. In 1984 the campaigns of Ronald Reagan and Walter Mondale fought for the political rights to Bruce Springsteen's "Born in the USA", believing that in different ways this was a positive theme song for their candidate. This year no entertainer is worth fighting over.

The retreat from Maastricht

Peter Riddell on how a treaty on Europe's future failed

The fewer than 50,000 votes that narrowly tilted the Danish referendum against the Maastricht treaty were not an aberration. They reflected a broader unease about the Community that has surfaced in Germany, France, Britain and Ireland. But as so often in such

votes, the protesters have already achieved many of their aims. The direction of the EC has started to shift against further centralisation.

No wonder, then, that the usually calm Douglas Hurd sounded frustrated yesterday. Even before the Danish vote he had talked about the difficulty of achieving the British plans for its EC presidency starting next month: how to reconcile enlargement with the demands of Mediterranean countries for extra spending and how to complete the single market and defuse the row over national border controls.

Mr Hurd, a sceptical Tory by instinct as well as upbringing, believes that few issues are either insoluble or entirely soluble. Most matters, especially to do with money, eventually sort themselves out. But now all calculations have been upset. The next few weeks and months will be preoccupied with Denmark's opposition in national parliaments to Maastricht: will be encouraged; and decisions on enlargement negotiations put off. It is, as Mr Hurd said yesterday, all a "distraction".

The Danish vote was also, paradoxically, unnecessary. The tide has already begun to turn. The high-water mark was not the Maastricht summit last December but a few weeks earlier when negotiators rejected a Dutch draft treaty that would have resulted in centralisation in Brussels of decisions on foreign and defence policy and on law and order. Partly because no one at Westminster was ever very keen on Maastricht, the subsequent change has been not widely appreciated. When Jacques Delors and Margaret Thatcher

bang their drums, it is hard to hear anything else.

For more than 30 years political leaders across Europe have believed that the EC should, and would, move steadily towards closer integration based on the post-war rapprochement between France and West Germany. That would produce peace and prosperity in a world defined, seemingly for ever, by the Cold war.

The champions of that orthodoxy in Britain were the Foreign Office and the internationalist establishment of Chatham House, the City and big companies. Their high point was entry into the Community dur-

ing the Heath administration.

Their low points have been the renegotiations of Britain's financial contributions. Mrs Thatcher's frequently brutal bargaining to regain "our money" did belatedly win some respect in the Foreign Office, if little affection. The attachment of senior diplomats to Britain's membership of the EC was such that some said they would have considered resigning if a Labour government had won power in 1983 and tried to implement its pledge to withdraw.

The orthodoxy began to change during the late 1980s.

There was no lessening in support for the EC or closer

union in some areas; for instance, the long and ultimately successful campaign by the Foreign Office, the Treasury and the Bank of England to persuade Mrs Thatcher in October 1990 to agree to sterling's membership of the exchange-rate mechanism. What changed was the extent of the Commission's ambitions, notably its desire to have a greater role in foreign, defence and justice policy. That touched nerves in London. As other departments had more contact with Brussels, they became more resentful of EC social directives.

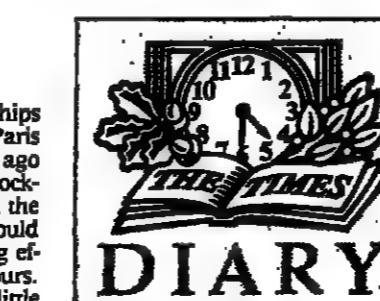
The end of the Cold war and the creation of a united German

many have undermined the original case for the Community and for ever-closer union. The EC free market has remained a prosperous magnet to those outside. But some members have been reluctant to pay more to finance the poorer southern nations. The ineffectiveness of the EC in trying to check the civil war in Yugoslavia has also underlined the limits of a common foreign policy.

With a community of 16 or 17 in prospect by 1995-96 and of more than 20 by the end of the century, proposals for further centralisation have looked implausible. There may be further integration in some areas. But there is no longer likely to be a single blueprint for all, rather a series of options. That diversity is recognised in the Maastricht treaty. While a firm timetable was laid down for economic and monetary union by the late 1990s, no one expects all EC countries to join a single currency. The treaty also broke with the previous centralising trend in specifying that foreign, defence and justice matters should continue to be determined by governments working in co-operation.

This debate is far from being decided, despite the second thoughts and doubts that have emerged in the six months since the Maastricht summit. Several countries favour greater powers and funds for the EC, not least to ensure that the poorer Mediterranean nations do not fall behind through monetary union. France is still pressing for closer European security union. The Danish vote reflects the past rather than present threat of centralisation. After much argument, the Maastricht treaty will doubtless be implemented and will, in time, be seen as the start of a new, more diverse EC.

M Delors increasingly looks a general out of step with his army. He is no longer winning all his battles. His chances of reappointment for a third term look less than they did before the Danish vote.



ish his book, *The Pleasures of Age*, with a tribute to the staying power of his own vital organs. "Should one of them pack up in future, it would be churlish to chide or cease to be grateful."

Latest Trump

WHEN Harrods asked George Bernard Shaw to appear in an advertisement the reply was curt. "For such an author to accept payment from a commercial enterprise to induce the public to buy its wares would be a sin against the Holy Ghost." These days the line between commerce, sin and art has become a trifle blurred, at the aspiring novelist Ivana Trump will tell you. Her presence on Tuesday evening at the opening of the new Waterstone's bookstore in Harrods ensured a huge turnout.

"Ze Harrods is a very vulnerable store," she gushed, pausing only to ensure every photographer got a good shot of her cutting the ribbon. Yesterday she forewent the pleasures of the Derby to sign yet more copies of her new novel (soon the unsigned edition will be the collector's item) — but threatened that ladies day at Royal Ascot could be graced with her presence. "But I just not get too exhausted." No danger of that. Her visit to the store to declare the bookshop open lasted just 20 minutes.

• *No laughing in the lifts, please.* Max Hastings, the Daily Telegraph editor, has issued a strict edict to his staff to stop cracking Olympic & York jokes as they travel to and from their offices half way up the Canary Wharf tower. Example: "What is the tallest bottomless pit in the world?" Not very funny, really, and apparently it upsets the other tenants.

...and moreover

Craig Brown

him afterwards to ask if he has any brochures, order forms, glossy bums, etc, as I could envisage a healthy market for that sort of stuff back home.

"In asking for this you help destroy the rainforest!" he yelled excitedly.

"Delighted to be of assistance," I purred.

Alas, he leaves the room before letting me have any promotional material. Poor business minds, these South Americans.

Day Two: To a conference on the ozone layer. It gets very hot, but help is at hand with my aerosol cool-spray. I give myself a few lavish soakings, only to find that everyone in the hall is approaching me, arms akimbo. I imagine they're all after a good squirt. You do much harm with that aerosol spray," says their leader in a state of some agitation. Happily, I manage to calm him down. "Not at all," I say, pointing to the label. "You see, it says here 'Tested on animals' — which means no harm can come to us mere humans. Very considerate of you, all the same."

After the excitement has died down, I listen with great attention to a speaker — I gather his name is Harmful Ray — who talks with great animation about how the Earth is heating up. At last, some good news for the folks back home! I note an important point to make in my report. With so much kerfuffle about the ozone layer, shouldn't we locate it and somehow persuade it not to lay any more ozone for the time being?

I am delighted to find such a strong measure of support on so many issues so early in the build-up to the summit. The final speaker tells us that the trade in tropical hardwood furniture is rising. I buttonhole

being? It would be marvellous if Britain were to take this bold initiative, boosting our standing among the international environmentalists.

Day Three: A round-table discussion about raising green awareness. I inform them of the very real concern of the British government, adding, with no little pride, that we as a nation have already taken some extremely bold initiatives. These include a series of three ten-minute Home Service talks by the excellent Maureen Lipman titled "Re-cycling can be fun" and a Prince of Wales award scheme for young people who come up with bright ideas for saving energy, with prizes ranging from a week on Ben Nevis studying cloud formations to a discussion weekend with Sir Laurens van der Post.

Referring to my documents, I inform them that, on the youth front, the famous pop star "Nip", a member of the police force, is a keen enthusiast for clearing away all those dreadful rainforests. Yes, we have much to be proud of.

Day Four: The summit gets underway. I pick up the prime minister from the airport. One hundred heads of state have flown in, each in an aeroplane of his own, and with the full panoply of limousines, each with an interior finished in the very finest leather and hardwood — a grand sight indeed. And one which signals to the world that this time we really do mean business!

The plants in the English garden, however, will not be English: they have all been home-grown in Japan. But that is perhaps fit for it. At the opening of the Japanese garden in Kensington last year, the rocks came from Scotland and the plants from Devon. The only genuinely Japanese item was the yucca, provided by Sunbury.

• Death held few fears for Robert Morley, whose urbane wit will be sorely missed. The actor, who died yesterday, gave instructions that his credit cards were to be buried with him. "I don't see why the church should be so self-satisfied and certain we take nothing into the next world," he said. He fin-

Kew goes East

THEY ARE branching out at Kew. While some senior staff from the Royal Botanical Gardens are



WHAT NEXT?

A thousand years ago the Danes launched longboats and Berserks at the tottering remains of Charlemagne's Europe with devastating effect. This week they did so again. The one European country to have enjoyed a well-informed public debate on Maastricht — the Danish government distributed 300,000 copies of the treaty before Tuesday's vote — have balked at what they rightly see as further European centralisation.

The Danish government is bound by this referendum. The Irish are likely to follow suit in their referendum on June 18. So too may the nervous French. Maastricht in its present form is dead. No amount of fussing round the corpse by John Major or the Portuguese prime minister can alter the fact that the Treaty of Rome cannot be changed unless every member of the European Community agrees to do so.

Such has been the remorseless tramp towards greater EC centralism that the news is sensational. But the Danish vote is not the disaster for European co-operation or even for the EC that it might appear. It is merely a reminder that any treaty intended to order the lives of European nations must have the common and wholehearted assent of those nations if a backlash is not to discredit the enterprise. "Post-Maastricht tension" has become a cliché of European politics, reflecting doubt about both economic and political union. These have surfaced not only in Britain and Denmark, Ireland and Italy but in such formerly *communautaire* countries as France and Germany.

Britain emerged from Maastricht secure in its opt-out from the social chapter and its freedom to decide whether or not to join the EC's monetary union. Only thus did John Major feel able to assure the Commons last month that Maastricht's other provisions had "begun to reverse the centralising trend". He and his colleagues had little real affection for Maastricht — there were few tears visible in ministerial eyes yesterday — but he had striven to mitigate its worst features and reached an acceptable package. He has thrice secured the support of his party in the Commons and can reject pleas for referendums with good reason.

Those without these guarantees have been less sure. For the Danes, even liberty to opt out of monetary union in a further referendum was not enough to overcome a visceral dislike for ceding further powers to a distant bureaucracy they see as undemocratic, or to lessen their dislike of the word "union", which their leaders carefully avoided in defending the Maastricht deal. Likewise in Ireland, foreigners may ridicule the June referendum's obsession with abortion. But the Maastricht process challenges such sovereignty and governments cannot disregard this.

The French president has also seen the magnitude of what happened on Tuesday. M Mitterrand's abrupt decision to hold a national referendum on Europe is meant to outflank vocal but divided opposition to Maastricht in his own country, opposition which will receive fresh impetus from the Danish vote. He acknowledges that those who rush their electorates into constitutional change may pay a heavy price at the polls. The French choose a new government next year. Many are tired of importing recession and unemployment from Germany and are increasingly sceptical of the benefits of European union. It is too early yet to say whether Maastricht represented a turning too far on the road to federalism, whether from now on nations will be turning back to their home concerns. But the Danes have dropped a heavy hint.

What now? Fortunately assembled in Oslo for a Nato meeting, EC foreign ministers will today start the autopsy. They have two choices, to implement Maastricht outside the Treaty of Rome or to start fresh negotiations on a "son of Maastricht". The former would mean an intergovernmental agreement be-

VILLAGE VALUES

The Prince of Wales is back on form. Launching a report on urban villages yesterday, he attacked modern planning and modern buildings (again) for creating the social problems of inner cities, and called for a return to a civilised way of life where homes, jobs and the pleasures of life are mixed together in an urban stew.

An urban village seems a contradiction. Highgate and Greenwich may call themselves villages, but their views over rolling rooftops are not rural, and their attitudes and styles of living are metropolitan. Londoners may think that they are moving to the country when they shift to commuterland, but they are only transferring one commuting experience to another location. The prince is calling for communities based on integrated living, working and playing, a human scale and a sense of belonging. These can be found quite as easily in the city as in the village.

Much rubbish is written, almost all of it by people who live in cities, about the pleasures of country life. The progress of civilised human habitation has been steadily away from the country, from cave to village to town to city. From its history, "civilisation" means the advanced standards of living that are invented by people who come together to live in cities, as in its roots politics means the way of organising a community that lives in a town. Rousseau, who spent most of his life in Paris and Geneva, concocted the thesis that the city is evil and the sticks uniquely virtuous. Romantics ever since have followed suit, in theory but seldom in practice.

Postwar planning, in its hurry to put roofs over heads quickly and cheaply, made terrible mistakes with tower blocks and the gigantism of zonal planning. Worse was built from Bratislava to Bucharest, and is still being built in the megalopolises of the Third

tween 11 of the 12, drawing on the "opting out and up" mechanism introduced to meet Britain's refusal to sign the social chapter treaty revisions.

This option has drawbacks. The social chapter may still hit legal obstacles. While co-operation in this field could not be covered by the Treaty of Rome, the 11 agreed to use "the institutions, procedures and mechanisms" of the EC to extend its remit into social policy, including the Commission bureaucracy and the European Court of Justice. Yet the Court exists only to enforce the Treaty of Rome. Its power to enforce regulations agreed outside its ambit are open to severe doubt.

Were the entire Maastricht treaty to be placed in this legal no man's land, the overlap in subject matter and decision-making between its provisions and the EC's proper legal functions would be so huge as to invite chaos. Such a separate and binding treaty would be an *a la carte* Europe with a vengeance. It would not be Denmark but its partners which would technically have become semi-detached from the Treaty of Rome. All that can be said for this option is that it follows the logic of Britain's opt-out. The train, after a violent wobble, would remain on the rails — unless Ireland and France follow Denmark's lead.

The second option of renegotiation is preferable. It would require the parades of European diplomacy to listen to their publics rather than their elites. The sails would have to be trimmed to the changing wind. This would mean a reduction in the speed and intensity of EC integration but would presumably enable Denmark and other sceptics to rejoin the process. Not surprisingly, the authors of Maastricht are appalled at this prospect and sought to rubbish it yesterday. But a simple majority of the EC is sufficient to start such a ball rolling again. That may well happen at the Lisbon summit later this month, with Britain presiding over the negotiations in the second half of the year.

The Danish vote is a clear rebuke to Jacques Delors's ambitions for further power to his Commission. It should end plans for more institutional reform at Lisbon, which would have included Commission proposals to make all EC states adhere to a collective foreign policy and join the Western European Union. The latter Denmark has always refused to do, anxious to preserve the EC as a civilian community. But M Delors will have supporters in pointing out that some constitutional changes are necessary if more — and more neutral — members are to join the EC. Maastricht also enshrined a measure of subsidiarity. It merits renegotiation, not abandonment. Now is the chance.

Mr Major's plan to make EC enlargement the main plank of his presidency are undermined but not catastrophically so. He is suddenly presented with a real opportunity to refashion European co-operation, rather than go on fighting an isolated British corner post-Maastricht. His best course will be to conduct the renegotiation without bringing it too swiftly to a head. In particular, he can point out that all this is and always was a distraction from the most urgent unfinished business of the Treaty of Rome, that litany of failure that both the Commission and the Council of Ministers so hate hearing.

That business is Mr Major's business. It includes the Gatt trade negotiations, the adjustment of the new common agricultural policy to answer the claim of the EC auditors that its pay-outs are inherently unpolicable; the rejection of M Delors's demand for more taxes, unjustified unless a new treaty gives him wider functions. Nor should Mr Major lose sight of the event that should crown the British presidency, the final opening of the single EC market on December 31. That is the one part of the EC agenda which has the full commitment of all its members. This is a vast agenda. The Danes have reasonably challenged the EC to complete it before a new one is agreed.

From Mr John Peel
Sir, A newsreader on French radio this morning: "Un petit pays qui s'appelle le Danemark a dit non". It seems to me that by this act Denmark has become a very large country and that certain others, hitherto considering themselves big, are beginning to look very small.

From Mr Jack Griffiths
Sir, First on my shopping list today is Danish bacon. Danish butter and, by way of celebration, some of those tempting Danish pastries.

'Eurorealism' on Danish vote

From Sir Roy Denman

Sir, The result of the Danish referendum on the Maastricht treaty proposals (report, June 3) should be welcomed, not on grounds of Euroscepticism but of Eurorealism.

For it shows that the treaty was an attempt to paper over the cracks between Britain and Denmark, countries which have consistently seen Europe as nothing more than a commercial arrangement, and the other member states, most of which, despite some internal dissensions, would be prepared to accept the aim of a federal Europe, proclaimed at the start of the adventure by Robert Schuman on May 9, 1950.

The result was a treaty with the readability of a railway timetable and the clarity of a London fog, from which Britain excluded itself from the outset in two major areas, and which the Danish people have now rejected.

The sensible course now would be to stop trying to reconcile the irreconcilable and jettison the Maastricht treaty. A conference should be called of those member states which are prepared to accept the aim of a federal union — probably the six founding members plus possibly at least Spain. They could then draft a blueprint for the further development of Europe considerably more coherent than the Maastricht one.

It will be argued that this would be splitting Europe. But Europe is already split. No one has any right to stifle federalism down the throats of countries which do not want it. But equally they have no right to prevent others moving ahead, if they cannot get their partners to follow, just as the Six did with the Treaty of Rome in 1957.

And after all, this would lighten appreciably the burden for Britain of its EC presidency in the second half of this year.

Yours faithfully,
ROY DENMAN,
26 St Luke's Street, SW3.
June 3.

From Mr N. L. Cragoe

Sir, Congratulations to the Danes for having the courage, even by so slender a margin, to articulate the great unease about Maastricht felt across Europe in most walks of life. One suspects also that among those who voted in favour there were many who did so feeling it was the "politically correct" thing to do rather than out of conviction.

Surely it cannot be stated too often that best is not illogical and at worst likely to prove disastrous to proceed down the path seemingly preferred by Brussels against all the evidence coming from central and Eastern Europe and similar evidence throughout the history of similar agglomerations.

Desirable and necessary harmonisations are one thing, coercion of them or into them is quite another. Such coercion — and again history is the guide — requires us to don a straitjacket, no better or more comfortable a garment for bearing the Brussels designating of "subsidiarity".

Yours sincerely,
N. L. CRAGOE
(Group Chief Executive),
ER Group International Search,
15-17 King Street,
St James's SW1.
June 3.

From Mr John Peel

Sir, Your correspondents (letters, May 12, 19) with embarrassment small dividends from shareholdings might be interested in the solution recommended by Laura Ashley last year.

This company, anxious to maintain its dividend record, declared a payment of only 0.1p per share. Recognising that this would mean minuscule sums for many shareholders, Laura Ashley invited them to endorse their cheques and send them to the British Heart Foundation. The result of this thoughtful gesture was that 1,812 individual shareholders donated a total of £2,215.83 towards the prevention of heart disease.

Yours faithfully,
MICHAEL LIVINGSTONE,
Secretary,
British Heart Foundation,
14 Finsbury Street, W1.

Business letters, page 23

Aiding suicide

From Dr Colin Brewer and others

Sir, In 1981 the Voluntary Euthanasia Society (Ex) published a 32-page *Guide to Self Deliverance* describing effective and painless methods of suicide. It was sold only to Exit members of at least three months' standing and it stressed the importance of obtaining adequate advice about diagnosis and treatment before contemplating such an irreversible step.

The guide was intended as a temporary remedy, pending an overdue change in the law (or in law enforcement policies) to permit doctors to assist the death of patients who feel that continued existence would be intolerable. It had a preface by Arthur Koestler and a postscript by Dr Eliot Slater.

As part-authors of the main text, we were pleased to see it favourably reviewed by the *Lancet*, and in April 1983, in the High Court, Mr Justice Woolf said that if such a guide was to be published, it was difficult to

LETTERS TO THE EDITOR

1 Pennington Street, London E1 9XN Telephone 071-782 5000

Groups lobby for Britain to sign Rio wildlife convention

From the Director of the World Conservation Monitoring Centre and others

Sir, The government must consolidate its leadership in the environment and development sector amongst the developed countries by signing the Convention on Biological Diversity at the Earth summit. Not to do so will marginalise the influence of UK in the further refinement and implementation of the treaty.

The convention inevitably represents a compromise. It is not however a paper tiger, for its articles do include a number of key conservation prescriptions — action plans for conserving threatened species and habitats, establishment of national parks, restoration of degraded ecosystems, preservation of the knowledge and lifestyles of indigenous peoples, and so on. Certainly it is not perfect, but it does provide a solid framework on which to build. It is essential that the UK plays a lead role in shaping its evolution.

The government's understandable hesitation arises from its possible open-ended financial liability. Clearly article 21 on the financial mechanism requires further elaboration, but the UK can contribute best to this process as a signatory rather than an outside observer. At this stage signing the convention imposes no obligations for implementation, which are incurred only with ratification; it does however enable the UK to participate actively in the further iteration of the treaty.

The convention is likely to become the most effective instrument for promoting global conservation in the coming decades. For the UK to surrender its participation would be to abrogate its responsibilities in the international environmental arena.

Yours sincerely,
ROBIN PELLEW, Director,
World Conservation Monitoring
Centre.

JULIE HILL (Green Alliance),
FIONA REYNOLDS (Council for
the Protection of Rural England),
BARBARA YOUNG (Royal Society
for the Protection of Birds),
219 Huntingdon Road, Cambridge.
June 2.

From Dr Simon Lyster

Sir, I was dismayed by the interpretation in your leader this morning, "Biodegradable treaty", of the disputed biological diversity convention.

You argue that "developed countries could be obliged to contribute

whatever sum the majority of signatories — which will be Third World countries — decide is needed to meet the aims of the convention. They will have no veto".

On my reading of the convention, this is not so. Developed countries do have a veto. Article 23(3) makes it very clear that decision-making procedures have to be agreed unanimously. It says that "The Conference of the Parties shall by consensus [my italics] agree upon and adopt rules of procedure for itself and for any subsidiary body it may establish, as well as financial rules governing the functioning of the Secretariat."

It is these rules of procedure, which will be adopted by the first meeting of the parties after the convention comes into force, that will lay down the voting requirements on funding. If Britain joins the convention it can therefore insist that the rules of procedure provide for unanimous decision-making, or the consent of the donors, on matters related to finance. There is no way Britain or any other country can be bounded into paying more than it wants to.

You also say that the convention drives a coach and horses through existing international patent law. Again, not so. Article 16(2) says access to technology and transfer of technology from developed to developing countries shall be "on terms which recognise and are consistent with the adequate and effective protection of intellectual property rights".

No wonder the government is nervous of committing itself to signing a treaty if ministers believe your interpretation of these points.

The bio-diversity convention is by no means the best drafted treaty in the world, but it does offer some hope of protecting the planet's rapidly diminishing variety of animal and plant species and of integrating conservation with the development needs of the poorest nations. Britain has nothing to fear by signing, and the convention has everything to gain from our membership.

Yours faithfully,
CHARLES PEREIRA,
Pear Trees, Nestor Court,
Tenterden, Maidstone, Kent.
June 2.

From Mr C. Wilkinson

Sir, Twelve thousand delegates to the Earth summit? How many litres of fossil fuels to get them there?

Yours,
CHRIS WILKINSON,
24 Wyanstan Close,
Cardiff.
June 2.

Beaten tracks

From Mrs N. Rudden

Sir, Street names may be inviting, intriguing, or intimidating (letters, May 7, 14, 20, 25). When setting out from St Buryan, Cornwall, on the road towards Treen, I chose not to take the left-hand turn labelled "Melancholy Lane, No Through Road". It seemed a salutary warning against coming to a dead end.

Yours faithfully,
NANCY RUDDEN,
Grassington, Hernes Road, Oxford.
May 27.

From Mr Roger Hillman

Sir, Part of the East Grinstead to Tunbridge Wells railway line, pruned by the Beeching cuts, was recycled as the East Grinstead Inner Relief Road. It became known unofficially, and later officially, as Beeching Way.

Incidentally, the name Spaghetti Junction (letter, May 25) was certainly imported. I encountered what was generally known as "Spaghetti Junction" on the Boulevard Decary in Montreal in 1970, two years before Birmingham's opened.

Yours faithfully,
ROGER HILLMAN,
2 The Old Convent, Moat Road,
East Grinstead, West Sussex.
May 28.

From Mr Brian G. D. Salt

Sir, In the 1930s, some official without a sense of humour or of history renamed a narrow street in the Adephile, London. It had previously been called Of Alley, but then became York Place.

The Adephile was built by two brothers, and Adephile is the Greek for brothers. Four streets in the area were named John street, Duke street, Of alley and Villiers street, thus commemorating one of the brothers, John Duke of Villiers.

Yours faithfully,
BRIAN G. D. SALT,
Sunny Nook, Main Avenue,
Port Erin, Isle of Man.
May 27.

Air fare

From Mr W. A. Smeaton

Sir, In today's Saturday Review, I read that Keats considered the air on Twyford Down to be "worth 6d a pint". According to the *National Trust Magazine* for summer 1992, Tennyson claimed that the air on the Isle of Wight was also worth "sixpence a pint".

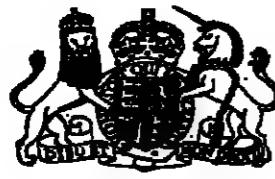
Was this the standard value of fresh air to 19th-century poets? Perhaps there are other examples, such as the value of Lakeland air to Wordsworth or the air of Xanadu to Coleridge.

Yours faithfully,
W. A. SMEATON,
3 Banff House,
Glennmore Road, NW3.
May 30.

mation about committing suicide that was contained in our own discrete booklet.

Suicide was decriminalised over 30 years ago and since the Attorney General evidently does not intend to prosecute the publisher and vendors of *Final Exit*, we invite him to state publicly that disseminating information about methods of suicide is no longer considered to be an offence.

Dare we also hope that it is now acceptable for book sellers to aid and abet suicide in this way, then doctors — following the example of



COURT CIRCULAR

BUCKINGHAM PALACE

June 3: The Queen, accompanied by the Duke of Edinburgh, Queen Elizabeth The Queen Mother, The Duke and Duchess of Gloucester, Princess Alexandra, the Hon Lady Ogilvy and Sir Angus Ogilvy, honoured Epsom Races with her presence today, and was received by the Chairman of the Horse Race Betting Levy Board (Sir John Sparrow) and the Chairman of the United Racecourse (Sir Evelyn de Rothschild).

The Queen opened the new 'Queen's Stand' and unveiled a commemorative plaque.

The Hon Mary Morrison, the Rt Hon Robert Fellowes and Lieutenant Colonel Blair Stewart-Wilson were in attendance.

By command of The Queen, the Viscount St Davids, Lord in Waiting, London, this afternoon upon the arrival of the Governor-General of Jamaica and Lady Cooke and welcomed Their Excellencies on behalf of Her Majesty.

The Duke of Edinburgh held the judging of The Prince Philip Prize for the Designer of the Year at Buckingham Palace.

This evening, His Royal Highness, Patron and Trustee, attends a meeting of the Trustees of The Duke of Edinburgh's Award International Foundation at Buckingham Palace.

The Prince Edward, Trustee, was also present.

The Prince Edward this morning visited the Construction Industry Training Board's 25th Anniversary celebrations at the Bircham Newton Training Centre, Norfolk, and was received by Her Majesty's Lord-Lieutenant for Norfolk (Mr Timothy Colman).

Mr Richard Warburton was in attendance.

KENSINGTON PALACE

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The Duchess of Kent, Colonel-in-Chief of the Army Catering Corps, today received Colonel A.F. Barnett on assuming command of Colonels Commandant, Director Army Catering Corps and Brigadier R.K. Hudson on relinquishing the appointment.

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Mrs Fiona Henderson was in attendance.

YORK HOUSE ST JAMES'S PALACE

June 3: The Duke of Kent, Visitor

of Cranfield Institute of Technology, this evening attended a Dinner to celebrate the 90th Birthday of the Chancellor, the Lord King Norton, which was held at the Institute, Cranfield, Bedford, and was received by Her Majesty's Lord Lieutenant for Bedfordshire (Mr S. Whitbread).

Commander Roger Walker was in attendance.

The Royal Society of Chemistry has made the following awards:

Professor A.J. Thompson, University of East Anglia, for Analytical Spectroscopy, sponsored by Linseis Ltd.

A.F. Hubbard, Regisite Steel Form

College, for Chemical Education, sponsored by ICI Process Chemicals; Professor R.J. Puddephatt, University of Western Ontario, for Chemistry, sponsored by the ICI Group, and Dr C.F. Simpson, University of London, for Chemistry and Separation Chemistry, sponsored by Whiteman Scientific Ltd; Dr L.M. Peter, University of South Africa, for Biochemistry, sponsored by Chapman and Hall; Dr E. Newman, Consultant for Industrial Applications, for Industrial Chemistry; Professor C. Price, University of Manchester, for Macromolecules and Polymers, sponsored by ICI; Dr A.J. Hanmer, University of Durham, for Main Group Element Chemistry, sponsored by ICI; Dr D. Birchall, ICI plc, for Materials Science, sponsored by ICI plc; Dr G. M. Dunn, for Medicine, Chemistry, sponsored by Boots Pharmaceuticals; Professor J. N. Newman, The University of Texas at Austin, for Natural Product Chemistry, sponsored by Roche Products Limited; Professor R. McDonald, University of Toronto, for Chemical Reaction Mechanisms, sponsored by BP Research; Professor J. F. Flory, for Polymer Research, sponsored by Krasus Group plc and Dr S. Warren, University of Cambridge for Polymer Education, sponsored by ICI.

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The Prince of Wales will visit the Wells Museum at 8 Cathedral Green, Wells, at 3.30; will attend a service of thanksgiving and dedication in Bath Abbey at 4.50 followed by a reception in aid of the Launch of Bath Abbey 2000; and, as Patron of the Bath International Festival, will attend a gala concert at the Assembly Rooms, Bath, at 7.25.

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Royal Society of Medicine

The following have been elected honorary fellows of the Royal Society of Medicine:

Professor C.D. Calman, Professor R.H.A. Goldsmith, Dr

Cesar Milstein, Dr J.F. Nunn, Professor

Max Siurala, Dr Paul Tessier.

Middle Temple

Mr John Major, MP, has been elected an Honorary Master of the Bench of the Middle Temple.

Mr A.D. Collins, QC, and Mr

A.C.L. Thornton, QC, have been elected Master of the Bench of the Middle Temple.

Telephone 071 481 4000

Dinners

British Academy of Experts
Lord Mackenzie-Stuart, President of the British Academy of Experts, presided at the annual president's dinner held last night aboard HMS *Wellington*. The Lord Chief Justice attended. Among others present were Lord Wilberforce, Lord Prosser, Lord Justice Murray, Sir Patrick Mayhew, QC, MP, Mrs Barbara Mills, QC, Mr Alan Johnston, QC, and Mr Anthony Scowen.

Law Society
The President of the Law Society, Mr Philip Ely, the Vice-President and Council entertained at dinner the Treasurer of Gray's Inn, Mr Richard Sturt, QC, and Masters of the Bench.

Middle Temple
The Treasurer of the Middle Temple, Mr Allan Heyman, QC, and the Masters of the Bench gave a dinner in Hall last night to the President of Gray's Inn, Mr Richard Sturt, QC, and Masters of the Bench.

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OBITUARIES

ROBERT MORLEY

Robert Morley, CBE, stage and film actor, playwright and author, veteran of television advertisements and one of the last of a breed of "gentleman players". Died in hospital in Berkshire yesterday aged 84. He was born at Semley, Wilts, on May 26, 1908.

EW qualities are more likable than he ability to give the impression that one is enjoying oneself hugely; even leading actors have integrated his quality more infectiously into their style than Robert Morley. His triumph, was to make self-indulgence look like a discipline: the area in which he was really disciplined was in choosing his parts. Actors like Charles Laughton and Lee J. Cobb found it impossible to say no to the chance of playing roles like King Lear. Morley was content to remain one of the heavyweight champions of light comedy. On stage the personality he exuded was much the same as that recognised by those who knew him. Morley made no attempt to be one of the great masters of disguise. What he projected, over the footlights, to the cinema audience and to those who watched on to watch his remarkable television commercials, was very much an extension of his off-stage self.

From the first of his several characterisations of Oscar Wilde (at the Gate in 1936) he was not out of the limelight for long. Most of his roles seemed to have been selected — most of his plays, collaborations and adaptations were written — to provide him with a series of comic opportunities to range between garrulous outrage, endearing eccentricity and amiable bluster. He could change gear very amusingly between pathos and irascibility,ubbomness and gentleness, and could erect the trivial into the monumental. It was in 1954 that he appeared in *Hippo Dancing*, which he adapted very freely from André Gide's Paris comedy — and he made something quite unforgettable out of Hippo's fury at car-drivers he reversed in his drive.

Robert Morley was the son of Major Robert Morley and his wife, a south African businessman. He was happy at school, attending numerous private establishments in England, Germany, France and Italy before going to Wellington College. This was not an experience which improved his equanimity. In life he remarked of Wellington's muscular environment: "I was pulled to play games. I believe ball, with the exception of the ball, was the greatest single sport of mankind."

His father's intention was that he should have a diplomatic career, but went to RADA and after a period as a vacuum cleaner door-to-door, an experience he always deemed was the best possible training for an actor, he made his first professional appearance on the stage at Margate, two days after his birthday, in *Dr Syn*. His London debut was as a pirate in *Cave Island* at the Strand in 1949, and he then worked as a stage manager on a tour of *And To Bed*. Norman Marshall entreated him for a season at the Royal Theatre, Cambridge, in 1949 and called him "an unpredictable actor as I have ever seen", nevertheless he cast Morley in *Oscar Wilde*, and he made a success in the part that he repeated on Broadway in 1958. Meanwhile he had written a play, *Antoinette*, in which Marie Tempest had appeared in 1935, and he played Louis XVI in the film

Antoinette. Before being produced in



London, his second play, *Goodness, How Sad!*, was tried out at Perranporth, Cornwall, in a theatre he founded with Peter Bull. He scored an enormous success as Sheridan Whistler in the American comedy *The Man Who Came To Dinner*, which opened at the Savoy in December 1941 and ran for 709 performances. The ensuing provincial tour took him into 1943, and in 1944 he toured in his own play *Staff Dance*.

In 1945 he had another big success as the Prince Regent in Norman Ginsburg's play *The First Gentleman*, which ran in the West End for over a year, and he collaborated with Noel Langley on *Edward My Son*, which provided him with another very long run. He opened in the play at His Majesty's in May 1947 and, after it had run for 787 performances, he played the part on Broadway in September 1949, after touring Australia and New Zealand in it.

Returning to England in 1950 he opened in a play which was to run for even longer — André Roussin's *The Little Hut*, directed by Peter Brook. Despite Brook's predictable clash of temperament with Morley, the production notched up 1,261 performances. The second of the three Roussin plays he did, *Hippo Dancing*, was the first that he adapted himself. It was produced at the same theatre as *The Little Hut*, the Lyric, and ran for 443 performances, thanks to Morley's performances, returning to London made no

mance. The third Roussin, *Hook, Line and Sinker*, also adapted by Morley himself, followed in 1958 at the Piccadilly. For this Joan Plowright was wooed away from the Royal Court, by dint of persistent persuasion, flowers, boxes of chocolates and promises of rehearsals in the South of France. Morley had to make one entrance, sopping wet, having been pushed into a river. Seeing him, she had to swoon, dropping the tray she was carrying, and he picked everything up. But at one matinee, as soon as she dropped the tray, he swooned on the sofa, saying "You pick them up this afternoon. I'm too tired."

By then he was involved in management. In 1956 he had co-presented (with H. M. Tennent) *A Likely Tale* at the Globe and played a leading part. Then, as a member of the Robin Fox partnership, he was jointly responsible for presenting a number of comedies, including *Hook, Line and Sinker* and *Six Months Grace*, which he wrote in collaboration with Dundas Hamilton. He directed *The Tunnel of Love* in 1957 and *Once More, With Feeling* in 1969.

In 1967 he starred in Gielgud's production of Ustinov's *Half Way Up the Trees* and rewrote so many of his own lines that Gielgud was apprehensive about Ustinov's reaction. Fortunately he was directing the New York production which was in rehearsal simultaneously and on returning to London made no

objection to the rescripting. Alan Ayckbourn's 1970 play *How the Other Half Loves* was also changed by Morley's steamer personality. At Scarborough, in the original production, the characters had all been of roughly equal importance. Morley afterwards told Ayckbourn: "I've left a trail of richer but sadder authors behind me."

Occasionally he was said to think he ought to have been a better actor, or, at least, a more serious one, certain performances (as Oscar Wilde, as Louis XVI; as Holt in his own play *Edward My Son*) suggested to some critics that one day here could be a Falstaff, perhaps even a Lear. But when the offer did come from Peter Hall to play Falstaff at Stratford he avoided it, not perhaps out of fear or laziness, but because of the conviction that he wouldn't enjoy it and that therefore nor would the audience.

He continued acting into his eighties: "not many easier ways of making a living than acting", he would say. It was characteristic of the many humorously self-deprecating statements he made about both himself and the acting profession. Among other examples were: "Any one who works is a fool. I don't work; I merely inflict myself on the public"; and: "It is a great help for a man to be in love with himself. For an actor it is absolutely essential." Of the world and human affairs in general he declared: "You can get along if you really believe there are

two things necessary for salvation: money and a lively acceptance of the likelihood of the improbable happening."

He appeared in scores of films, often offering good, well acted cameos that were not allowed to dominate the script. Among these were roles in Shaw's *Major Barbara* (1940), *The African Queen* (1951), John Huston's *Beat the Devil* (1953), *Around the World in Eighty Days* (1956), *Doctor in Trouble* (1970), *Song of Norway* (1970), *Who Is Killing the Great Chefs of Europe?* (1978), *The Human Factor* (1979) and *High Road to China* (1982). As the years went by and the personality increased in rotundity as well as rotundity, Morley was increasingly in demand on the outer side of the Atlantic whenever Hollywood wanted a specimen of the imitable British gent with an ample girth, rolled umbrella and a quiverful of recognisably aristocratic prejudices. Yet he brought to films an impressive — and precious — quality, as he had done on stage, where he was capable of turning an evening which threatened to be fragile into something safe and comfortable, merely by his presence on stage; or screen his presence could likewise rescue a wretched script and salvage triumph from disaster, to the relief of many a director who had thought the game was up.

In America, too, he commanded huge audiences for his appearances on chat shows, audiences who savoured his love of gilded conversation. Among his later successes on British television was his performance as a war correspondent in the TV series *War and Remembrance*.

He also had a late flowering in television commercials, notably the hugely successful British Airways advertisements in which he represented the desire for comfort demanding (and of course getting) satisfaction. Indeed, his last appearance was on television in 1991 where he was Father Christmas in a commercial for Sainsbury's. It was a role which took him full circle; his very first part had been in the same role in a children's pantomime at Folkestone in 1916.

Morley wrote as easily as he acted. Besides his eight plays there were five books of reminiscences and an autobiography, all unmistakably bearing the mark of Morley. He was a prolific journalist, writing regular food and travel columns for *Punch* over a period of fifteen years. Food, drink and travel were all near to his heart and he was a member of Bucks and the Garrick. He always professed to be a socialist, with the proviso, of course, that these material comforts were never to be far from authors behind me.

Occasionally he was said to think he ought to have been a better actor, or, at least, a more serious one, certain performances (as Oscar Wilde, as Louis XVI; as Holt in his own play *Edward My Son*) suggested to some critics that one day here could be a Falstaff, perhaps even a Lear. But when the offer did come from Peter Hall to play Falstaff at Stratford he avoided it, not perhaps out of fear or laziness, but because of the conviction that he wouldn't enjoy it and that therefore nor would the audience.

He continued acting into his eighties: "not many easier ways of making a living than acting", he would say. It was characteristic of the many humorously self-deprecating statements he made about both himself and the acting profession. Among other examples were: "Any one who works is a fool. I don't work; I merely inflict myself on the public"; and: "It is a great help for a man to be in love with himself. For an actor it is absolutely essential."

Of the world and human affairs in general he declared: "You can get along if you really believe there are

VERONICA SETON-WILLIAMS

M. V. Seton-Williams, archaeologist in the Middle East, died on May 29 aged 82. She was born on April 20, 1910, in Melbourne, Australia.

began an astonishing and varied career of excavation in the toughest circumstances of adverse weather and impetuosity.

In 1935 she was accepted by Sir Flinders Petrie as a site supervisor in the Sinai desert. Thereafter she was invited by Professor John Garstang to assist at Jericho, and then at Tell Kaisan near Acre, where she was assistant field director, but the Palestine troubles were just hotting up. So it was back to Maiden Castle, followed by a further season with Garstang, now in Turkey at Mersin.

The dense tapestry of the many sites at which she worked was interwoven with punishing survey trips that took her all over the Middle East, and then to the important site of ancient Lachish. But during her second season in 1938 the director was attacked and killed on his way to the local town, and work was brought to an early end.

The second world war altered the course of her career. Her command of Middle Eastern languages made her invaluable in the Ministry of Information by day and her restless energy took her out fire-fighting at night.

If archaeological funds had been meagre before the war, they virtually dried up after it. There were three years during which she devotedly nursed her mother through her final illness and wrote a book entitled *Britain and the Arab States*. And then she embarked on the logical progression of her career and undertook her own digs, ably supported by her many friends drawn from all five continents. By 1957 she had completed her PhD but had already been nominated by Dr Gordon Childe to lecture for London University's extra-mural diploma in archaeology. Just as important, Dr Margaret Murray handed over to her, personally, her Egyptology course at the City Literary Institute.

There was a final season at Tell Fara'in in 1968, and thereafter she lectured and at last found time to write extensively, including much punning poetry. She was an impressive looking woman with firm features and piercing blue eyes, her short hair kept out of them by a Syrian embroidered skullcap. She impressed the Egyptians by her approach to the task and endeared herself to them by her command of Arabic, her almost parental kindness on pay-day and her gift of story-telling.

There was a colossal top hamper of sherds all over the site much of it foreign. Pottery was her speciality — she had studied the Middle and Near Eastern types in all the great museums such as Baghdad, Damascus, Beirut, Ankara, Athens and Nicosia as well as special collections in Berlin and the United States. She had eventually done her PhD on it.

Unexpectedly there was an industrial kiln site next to the temple enclosure, but she had

experience of a mining and smelting site in Cyprus and specialised objects like nozzles used to direct air into blast furnaces) were well known to her.

As had happened before, war jolted the course of her life — this time the Six Day War of 1967. The Egyptians themselves willingly assisted her to evacuate the whole expedition on the last boat from Alexandria and begged her to return.

Veronica Seton-Williams was of Scots-Irish descent. Although fascinated with ancient Egypt as a small child, for her degree from Melbourne University the nearest she could get to the subject was history and political science. So, necessarily, she came to England, arriving in 1934. She was introduced to Sir Mortimer Wheeler and Maiden Castle and thus

June 4 ON THIS DAY 1913

Cragnour, the favourite, was first past the post, but was disqualified for bumping and boring, and the race awarded to the rank outsider, Abeyore, which finished second by a neck. Details of the suffragettes' incident involving the King's horse in the same race were given in On This Day, June 5, 1983.

DERBY DAY ABROAD

Of all the unofficial holidays of the year, beyond doubt Derby Day stands first. We who live so near to Epsom, who like to think only of the local aspects of the Derby — of the fact of the holiday itself, the scenes upon the road, the huge concourse on the Downs, what we hardly comprehend is that from the uttermost parts of the earth today, wherever Englishmen are found, thoughts are turned to Epsom.

No single event — nor the passage of any momentous Bill in Parliament or the fate of a Ministry — so focuses the attention of British subjects all over the world on "home" as does the Derby. There is hardly a British club or colony or settlement in any land, however remote, wherein during the last few days a Derby sweepstake has not been drawn. The subscriptions have been paid in pounds and shillings, in half a dozen different kinds of dollars, in rupees and yen and taels in pesos and francs and marks and piastres, and all manner of strange coins.

The lists are pinned on club notice-boards, to be gazed at by uncomprehending native servants, who wonder what earth-moving event it may be which stirs the white men to so much interest: they are fastened to the posts of white verandahs and to the trunks of palm trees, and on board hundreds of ships at sea they are being eagerly scanned.

AT HOME

There has been racing, it seems, on Banstead Downs since the 17th century. Clarendon tells us that in 1648 a meeting of Royalists was held there "under the pretence of a horse race", and Pepys mentions that in 1663 he intended to go to the Downs to see a famous horse race. Racing languished in the Civil Wars, but Charles II restored the races at Newmarket, and there was racing again on Banstead Downs for 60 years before the Derby Stakes were instituted in 1780. The House of Commons first adjourned over Derby Day in 1847, and in 1860 the adjournment was moved by the Government, the holiday being in accordance, Lord Palmerston said, with an "unwritten law of Parliament". Adjournment was abandoned as a Government measure in 1879, and in 1892 the "unwritten law" was altogether ignored with the result of an empty House.

JOHN GATES

John Gates, former top official of the American Communist Party and editor-in-chief of America's Daily Worker, died in Miami on May 23 aged 78. He was born in Manhattan.

The collapse of communism in Eastern Europe may have given John Gates some justification. The democratisation of the American Communist Party had become his goal after he became disenchanted in the wake of Hungary's invasion of Poland. It prompted his resignation in 1958 after a bout of

intense political in-fighting. Gates was never afraid to fight for what he believed in. Raised in the Bronx during the years of the Great Depression, he became a communist at the age of 17, and abandoned his college studies to mobilise jobless youths in Ohio. He ran for the Youngstown city council — an exercise in democracy which merely saw him thrown into jail on a charge of making a loud noise without a permit.

With the outbreak of the Spanish Civil War, he enlisted in the Abraham Lincoln Brigade becoming, at the age

of 24, its commissar and the highest-ranking American to take part in the conflict. It was not sooner than he joined the US Army, volunteering to fight as a paratrooper in Europe.

Resuming his work for the Party after the war, Gates became one of seven national secretaries and editor of *The Daily Worker*, and was promptly caught up in the anti-communist hysteria sweeping the United States. It did him no good to protest that he had proved his loyalty to America during the war; that he favoured peaceful

democratic change and opposed the use of violence and espionage. Together with other party leaders he was convicted in 1950 of advocating the overthrow of the government, and sentenced to five years imprisonment. It was while in prison that he began to doubt his commitment to the Soviet form of communism. "We talked endlessly," he later wrote, "of what we might have done better in the past, and what we could do in the future."

Gates wrote a book about his experiences, then joined the International Ladies Garment Workers Union as a senior research assistant until his retirement in 1987. His wife, Lillian, re-

gime, which followed Gates's release in 1955, he said: "For the first time, I feel ashamed of the name communist." When his efforts to reform the party from within failed, he left with a rebuke. "The ideals that attracted me to socialism still motivate me," he said, "but the Communist Party has ceased to be an effective force for democracy, peace and socialism."

Gates wrote a book about his experiences, then joined the International Ladies Garment Workers Union as a senior research assistant until his retirement in 1987. His wife, Lillian,

University news

Antony's grant of £17,000 for research on cultural and intellectual freedom in post-Soviet Russia. The project will be headed by professor Clare Lavelle, staff member at the School of Modern Languages and Cultures. The project covers a four-year period beginning on October 1.

The QUEEN'S COLLEGE

An extraordinary junior research fellowship in engineering, LD Reed, St

Johns' College, Cambridge, has been awarded to Miss Karen Mary Thompson, Norwich University of the Arts, for her project "A Project for Gericke" to a Pope Urban IV. The project is to be undertaken in association with the Royal College of Art, London.

London Imperial College of Science, Technology and Medicine

The following have been elected to the fellowship and associateship of the college:

Fellows: Sir Roger Bannister, Sir John Cadogan, director of research at BP; Dr A. King, co-founder of the Club of Rome; Mr J. H. Smith, secretary to Imperial College and clerk to the governors, 1979-80 Associate: Mr Robert

Frank Wilkins, technologist in environmental biology, Dr Ben Harte, reader in geology and geophysics, to a personal chair in tectonophysics.

Dr David Lee, reader in psychology, to a personal chair in education, action and development; Dr Donald Mackenzie, reader in sociology, to a personal chair in sociology; Dr Robert Morris, senior lecturer in economic and social history, to a personal chair in economic and social history; Professor Richard Neild, professorial fellow in physics, to a personal chair in physical crystallography; Dr John Orr, reader in zoology, to a personal chair in microbiological chemotherapy; Dr Ian Campbell, reader in English literature, to a personal chair in Scottish and Victorian literature; Dr Alan Davies, reader in applied linguistics, to a personal chair in applied linguistics; Dr David Garland, reader in centre for criminology and the social and philosophical study of law, to a personal chair in penology; Dr John Grace, reader in environmental biology, Dr Phillip Phillips, reader in the department of biochemistry, currently seconded as director of the biology

teaching organisation in the faculty of science and engineering to a personal chair in biology teaching; Mr David Raile, reader in geography, to a personal chair in education, action and development; Dr Michael Carruthers, reader in Anthropology, to a personal chair in Archaeology; Dr Edward Corrigan, Reader in Mathematical Sciences; Dr Joseph Emonds, currently Professor of Linguistics at the University of Washington.

Professor of German: Professor Colin Good, currently Professor of German at the University of Surrey. Professor of Mathematical Sciences and Physics: Dr James Stirling, Reader in Mathematical Sciences and Physics since 1990.

Workers' dockland choice dropped from list

Continued from page 1
prise to the joint letting agents, Healey and Baker. Joanna Embeling, their negotiator, said: "We don't really know what happened. We had a call to say that Michael Howard would be announcing this in Parliament and that we were not one of the chosen buildings. We were very disappointed."

The dropping of Thomas More Square will reinforce accusations made by Bryan Gould, Labour's environment spokesman, that the shortlist was influenced by a government desire to help Olympia & York, the developer of Canary Wharf, which called in administrators last week. In a letter to Mr Howard yesterday, Mr Gould challenged him to publish the value-for-money study on which the decision was based and to reveal the "sweeteners" to be given to civil servants to make the move.

The environment department said that all expenditure would be detailed in its annual report to be published early next year but it could not reveal the study, which contained commercially sensitive information. It refused to confirm that Thomas More Square had been considered, but said: "The fourth building would have been dropped as it was not as good value as the other three."

Colin Goodwillie, from the National Union of Civil and Public Servants, said: "The idea that cost had a bearing on the decision is just a nonsense. They want to make it clear that they are choosing Docklands itself, not a development on the edge which would give a different message. They decided on the area first and the reasons and justification come second."

The inducements to be offered to civil servants may include a river bus service, tax relief for transfer costs and reimbursement of travel expenses. A memorandum was sent to heads of departments at the Dfe yesterday telling staff that, at worst, they would be entitled to the standard transfer terms.

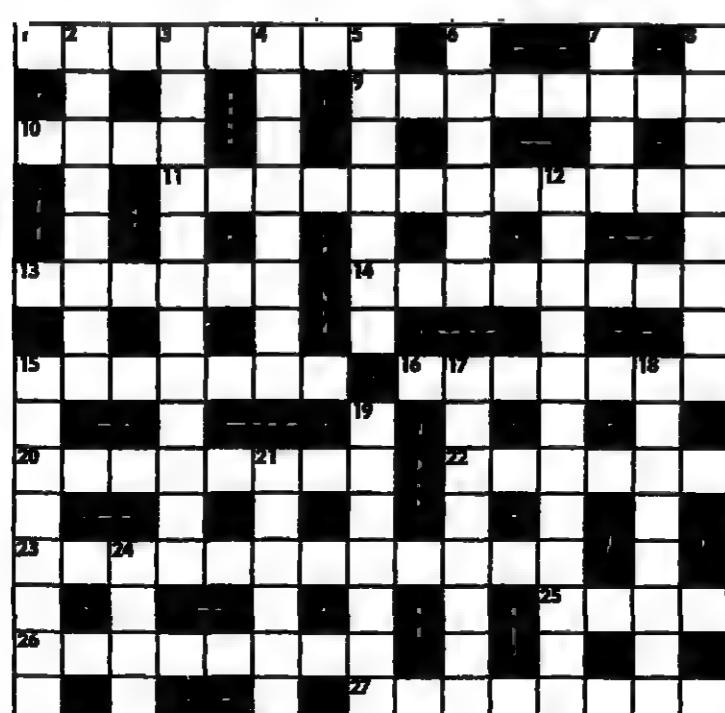
Although some of the allowances would be taxable, the paper says that payments would "ensure that staff are not out of pocket". Some staff who chose not to move would be eligible for redundancy.

Tenants reassured, page 19



The many faces of Robert Morley: the larger-than-life country squire and (clockwise from top left) in *Law and Disorder*, *The Young Mr Pitt* (as Charles James Fox), *David Copperfield* (Mr Micawber), *Gilbert and Sullivan* (as W.S. Gilbert), *Oscar Wilde*, and as Alexander Dumas in *The Great Romancer*

THE TIMES CROSSWORD NO 18,936



WORD WATCHING

By Philip Howard

- MALACOLOGY**
A Hypocrisy
B Study of molluscs
C Begging the question
POLDER
A A heavy infantryman
B A man of principle
C Land reclaimed from the sea
NIMETY
A Too much
B Difference
C An under-privileged
EUDICTIC
A Having a vivid memory
B Teaching by example
C Pertaining to the Elder duck

Answers on page 16

For the latest AA traffic and road-work information, 24 hours a day, dial 0833 401 followed by the appropriate code.
London & SE
C London (within N & S Cets) 731
M-ways/roads M4-M1 732
B Aires' 733
Cans 734
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Forendt 737
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Innabro 743
Joh'burg 744
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National 746
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Midlands 750
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North-East England 752
Scotland 753
Northern Ireland 754
M-ways/roads M23-M4 755
M25 London Orbital only 756
National 757
London & SE 758
C London (within N & S Cets) 759
M-ways/roads M4-M1 760
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Well known British travel agents implicated Airlines stamp on free ticket fraud

By HARVEY ELLIOTT, AIR CORRESPONDENT

AN INTERNATIONAL fraud in which free air tickets are being sold illegally is costing airlines tens of millions of pounds in lost revenues and could lead to higher fares for legitimate passengers.

The fraud, already widespread in America, is spreading to Britain and airlines have begun a campaign to stamp it out. Touts advertise for unused "frequent flyer" vouchers, which entitle regular passengers to free seats or upgrades to business or first-class travel. The touts buy them at knock-down prices and sell them to unscrupulous travel agents, who in

turn sell them to passengers. These save hundreds of pounds but airlines are deprived of revenue.

Officials of United Airlines and American Airlines discovered that the fraud had moved to Britain soon after they began regular services from Heathrow. They have warned travel agents against selling the vouchers, which by law may be used only by recipients or their immediate family and friends. The airlines say passengers who buy them could be refused seats and agents who sell them will be blacklisted and could be prosecuted. The Guild of

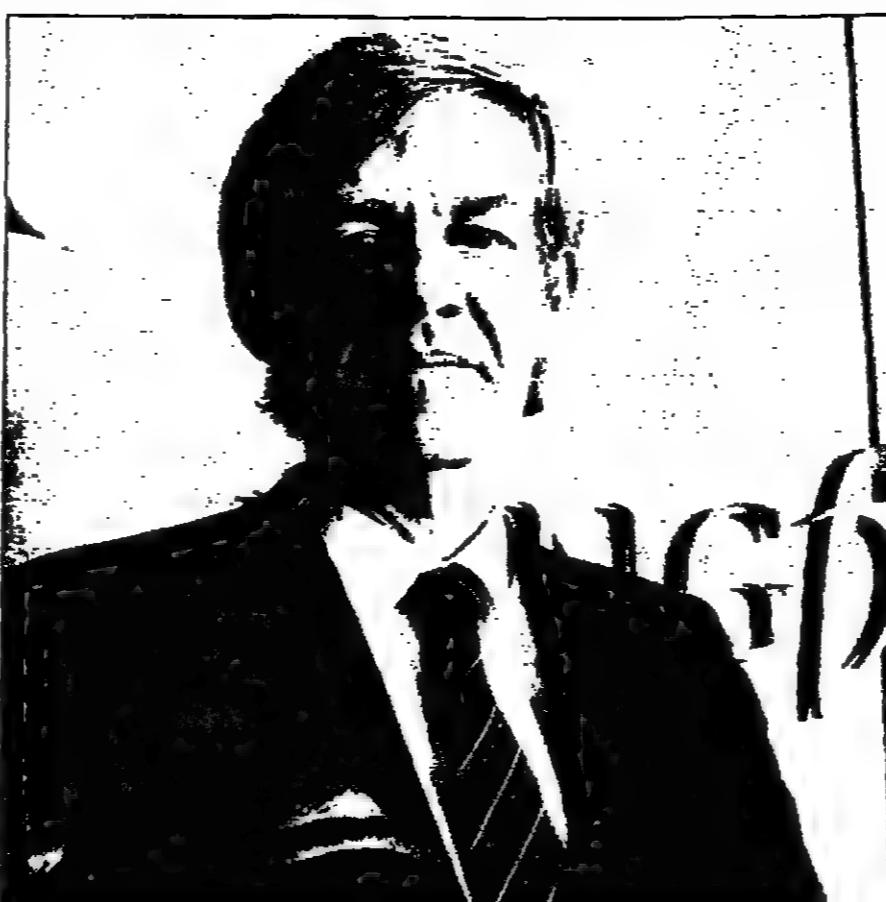
Business Travel Agents, the 41 members of which have 2,000 high street shops and turnover of £13.4 billion a year, is co-operating in the clampdown. "Any short-term gains the business traveler may obtain are illusory and could ultimately mean higher fares for the frequent flyer," it said.

"Frequent flyer" schemes became popular with American airlines because they attracted passengers. The airlines budgeted for carrying many passengers who had paid little or nothing, but also calculated that only some of those entitled to use free or upgraded tickets would do so.

Travel agents are worried that if the fraud became widespread in Britain, it would deprive them of commission on routine sales and lose their clients.

Graham Atkinson, UK general manager for United, which has 13 million members in its frequent flyer programme, said that in recent weeks, half dozen cases of voucher fraud had been identified in Britain. "We have visited agents involved to warn them that we will remove their ticketing place and could prosecute if they continue," he said.

Chris Gilbert, American Airlines' general sales manager for the UK, said some "very well known" agents were involved.



"No evidence of upturn": Geoffrey Mulcahy, chairman and chief executive

MAJOR CHANGES

| RISSES: | |
|------------------|-------------|
| Sanderson Elec | 231p (-13p) |
| Norcor | 131p (-9p) |
| Interstate | 230p (+10p) |
| VSEL | 454p (+26p) |
| News Corp | 945p (+15p) |
| Portsmouth Sund | 500p (+30p) |
| PALFIE: | |
| Palfie | 855p (-12p) |
| Stamps Holdings | 111p (-20p) |
| Lloyds Abbey | 412p (-10p) |
| Tomkins | 492p (-12p) |
| Cable & Wireless | 554p (-14p) |
| SmithKline Beech | 904p (-20p) |

Closing Prices...Page 24**RECENT ISSUES**

| Brentfaw Inv Trs | 282 | ... |
|----------------------------|-----|-----|
| Brent Walker Inv | 4 | ... |
| Coven Ameri Smrt Co | 94 | ... |
| Gravenor Inv | 103 | ... |
| Hart Inv | 35 | ... |
| Intl Control Servs 10p | 110 | 148 |
| Latin Amer Inv & Dfd 10p | 104 | ... |
| M & G Recovery Inv Cap | 41 | ... |
| M & G Recovery Inv Cap | 45 | ... |
| M & G Recovery Inv Cap | 64 | ... |
| M & G Recovery Inv Pgs 122 | 11 | ... |
| Mulcahy Warrans | 11 | ... |

RIGHTS ISSUES**EUCC NFT 215p****161 - 1****Exotic 50 NFT 14p****14 - 1****Fukurum Inv Trs 10p NFT 5p****5 - 1****Genex 10p NFT 10p****10 - 1****Platinum Inv 10p NFT 10p****10 - 1****Prosum 10p NFT 210p****210 - 1****Transfer Tech NFT 400p****88 - 1****Transer Tech NFT 400p**

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VSEL calls for state aid in arms rundown

By ROSS TIEMAN, INDUSTRIAL CORRESPONDENT

A CALL for government help to deal with the consequences of defence industry restructuring was made by Lord Chalfont, chairman of VSEL Consortium, the warship builder.

He said ministers must talk to defence contractors about providing alternative employment and better road links to alleviate the consequences of political decisions. They should also help to restructure the industry.

"When the government takes action which reduces the defence industry by dramatic proportions," he said, "I don't think they can just leave it to the industry and market forces to cope with the adjustment."

Thorn cuts jobs at Virgin

Thorn EMI, the electrical and entertainment group, has announced heavy staff cuts at Virgin Music just two days after completing the £560 million acquisition from Richard Branson.

Eighty jobs are to go in a shake-up aimed at streamlining the UK music publishing division. Steve Lewis, the division's managing director, is among the casualties.

Virgin Music Publishers is to merge with EMI Music Publishing with the loss of about half the present jobs.

US orders up

Orders received by US factories rose for the fourth straight month in April, aided by demand for transport and defence goods, the commerce department said. There was a 1 per cent gain in April to a seasonally adjusted \$243.9 billion.

Wall St leap

Profits on Wall Street continued to hit record levels in the first three months of this year. Between January and March the 316 New York Stock Exchange firms recorded a 42 per cent jump in earnings to \$1.362 billion, topping the previous record of \$1.348 billion in 1987.

Assets rise

St James's Place Capital reports net asset value of 95.5p a share at March 31 (91.7p last year). Under a new accounting presentation, the company reports pre-tax profits of £18.4 million (\$4.3 million).

Avonmore deal

Avonmore Foods, the Irish food group, is acquiring Harzland Fleisch Service, a German fresh meat sales and distribution business, for an initial DM6.8 million cash, with further profit-related payments of up to DM6.45 million payable in the period to June 1994.

Howden buys

Howden Group, the engineering group based in Renfrew, has acquired Turbowerke Meissen Ventilatoren, a German fan manufacturer, for £1.5 million from the Treuhand, the agency charged with privatising the state-owned companies of the former East Germany.

Lord Chalfont said VSEL was nearer finding a buyer for its Cammell Laird shipyard, at Birkenhead, Merseyside, for sale since October 1990. More than 1,000 jobs have been shed at the yard during the past year; the remaining 1,100 will go as the workload runs down.

VSEL has reduced the workforce at its main yard at Barrow-in-Furness, Cumbria, which is building Britain's Trident nuclear submarines, by 2,000 to 9,500.

During the year to March 31, VSEL increased pre-tax profits by 18 per cent, to £47.9 million, on turnover down slightly to £520 million. However, the main source of the improvement was interest income on spare cash.

Strong cash flow bolstered the group's cash pile by £50.5 million to £202 million, producing a rise in interest income from £3.2 million to £9.3 million.

At the trading level, VSEL lifted profits from warship building by just £1.6 million to £41.8 million. Losses from pilot contracts in the North Sea oil industry, part of the group's effort to diversify into civil markets, and on spares cut other trading profits back to £600,000.

VSEL is confident it will soon receive a contract from the government to build the fourth and final Trident A development contract for nuclear hunter-killer submarines, the Batch 2 Trafalgar Class, puts it in a good position to compete for their construction.

To secure its place as Britain's foremost warship builder, however, VSEL must re-enter the market for surface ships. The award of a contract to build three Type 23 frigates to Yarrow Shipbuilders, on Clydeside, shows that VSEL's costs must be cut further.

Lord Chalfont remains confident that diversification will work. Production of a new light howitzer for the British army, begins soon.

Shareholders get a final dividend of 17p, making 25p, up 11 per cent.

C&W Hong Kong monopoly ended

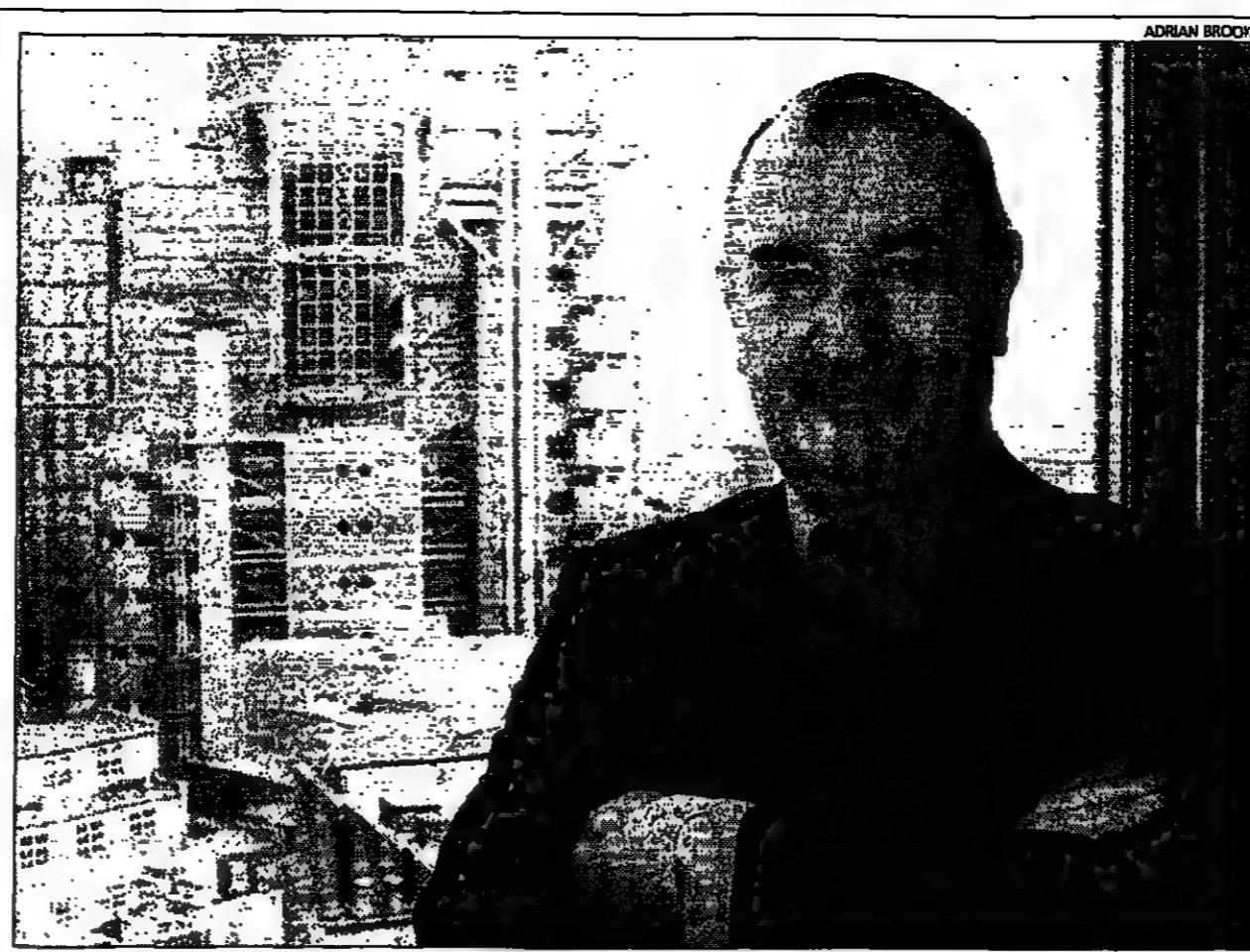
FROM REUTER IN HONG KONG

HONG Kong has ended the monopoly of Hongkong Telecom, 55.8 per cent-owned by Cable and Wireless, of the colony's conventional telephone network, prompting a 13p fall in the C&W share price to 55.5p.

But the British business was putting a brave face on the decision, which would allow HK Telecom to keep its hugely profitable international monopoly well into the next century. Lord Young, the chairman, said: "This agreement provides us with a stable regulatory environment for our Hong Kong business."

"On the international side, our exclusive franchise until 2006 is confirmed. On the domestic side, our exclusive franchise will continue until 1995, and then we shall be in an extremely strong position as the owners of the only domestic telephone network."

Elizabeth Bosher, acting secretary for economic services, said HK Telecom's franchise would be replaced by a non-exclusive licence when it



Expansive view: Barrie Stephens of Siebe is seeking growth in America, western Europe and Japan

Siebe sees sustained improvements

By COLIN CAMPBELL

SIEBE, the engineering group that acquired Fordox in September 1990, for \$700 million, bucked the recessionary trends in a difficult year that ended on April 4 and achieved a 6.6 per cent rise in pre-tax profits to £169.6 million.

Barrie Stephens, chairman and chief executive who said yesterday that his

succession plans would be announced towards year end, added that signs of a sustained improvement in certain sectors are now beginning to emerge. Turnover was £1.63 billion (£1.48 billion), operating cash flow rose 59 per cent to £109.5 million, and the balance sheet improved further.

A final dividend of 12.1p a share makes 18.15p (16.5p) a share for the

year. Siebe shares rose 12p to 739p. The group had won orders that had initially been placed elsewhere but had then been redirected to Siebe, and the order book at year end stood at £401 million (£414 million). Siebe will be seeking growth in America, western Europe and Japan in the year ahead.

Tempus, page 22

EC to look at Du Pont ICI swap

By TOM WALKER

A COMPETITION enquiry will be launched into the ryllons for acrylics swap between ICI and Du Pont of America.

Sir Leon Brittan, EC competition commissioner, yesterday said his merger taskforce would launch a full enquiry into proposals for an exchange of assets between two of the world's largest chemicals companies. The move would give Du Pont a 25 per cent share of the European and world nylon markets.

Under the terms of a deal agreed in April, ICI will acquire Du Pont's US acrylic operations and £250 million. Du Pont will gain ICI's nylon business based in Europe.

Broker cleared of trying to rig price of Maxwell shares

By OUR CITY STAFF

A SENIOR stockbroker accused of trying to manipulate the price of Maxwell shares, by spreading a rumour that the tycoon was about to file for bankruptcy, was cleared on the orders of a judge yesterday.

In a trade department test case, which had taken two years to come to court, Peter Marks, a senior broker with Branson and Gohard, a City company, was alleged to have tried to force the price of MCC shares down so he could then make a profit by selling the shares on at a prearranged, higher price. Knightsbridge Crown Court heard that Mr Marks was alleged to have phoned Tim Medland, the head of equity trading at Goldman Sachs, the invest-

ment bank, and told him: "Maxwell will be filing for bankruptcy today."

But yesterday Judge Christopher Hordern, QC, ordered the jury to return a verdict of not guilty after deciding that Mr Marks may simply have been repeating a City rumour.

Judge Hordern told the jury: "Mr Medland's evidence has been that Mr Marks said 'I (or we) believe that Maxwell will be filing for bankruptcy today.' In my judgment that's entirely different. To say: 'Maxwell will be filing for bankruptcy' is a statement about others, the other is in your own head."

"For that reason, they have not proved the statement at the root of the case and I have

asked the jury to acquit." Andrew Collins, QC, prosecuting, alleged that Mr Marks had been making a "bear raid" to force the company, a major dealer in Maxwell stock, to drop its share price when he made the call in October 1990.

He claimed Mr Marks, 42, of Finchley, north London, planned to buy shares when the price fell before reselling them for profit when his story proved false and the price rose.

Outside the court, Nicholas Munday, solicitor for Mr Marks, said: "This has had a devastating effect on Mr Marks. He has not been trading or advising clients and this has affected both his income and the company."

Andrew Donaldson, 24, of Crewe, Cheshire, was chosen from ten regional finalists for a £3,000 reward, which will go towards installing a computer-aided design system. He supplies industrial storage equipment ranging from pallet racks to plastic bins. Mr Donaldson, who worked for a storage company for eight years, said: "The trouble with working for other people is that you always feel you could do it better but you don't have the chance to do so."

Stephanie Middleton, 24, a glass blower who makes perfume bottles and earrings, is putting the £1,000 runner-up prize towards the cost of exhibiting in New York. The other runner up was Kevin Lilly, 21, who runs a bakery at Belcoo, Northern Ireland.

Livewires pick up prizes

A STORAGE systems supplier, a glassware maker and a bakery were seen as the businesses most likely to succeed when the Livewires awards for young entrepreneurs, sponsored by Shell, were made in London yesterday.

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India prepares to sign £1bn Hawk deal with BAE

By ROSS TIEMAN, INDUSTRIAL CORRESPONDENT

INDIA is poised to buy Hawk trainer aircraft from British Aerospace in a deal that could be worth more than £1 billion.

Growing optimism over the order at BAE coincides with a report from Reuter, which cites unnamed senior Indian defence ministry officials, that India had decided to buy up to 100 of the British-designed jets.

A BAE spokesman confirmed that the company was in contact with India about a possible purchase.

Selection of the plane by the Indian Air Force would reinforce the Hawk's position as the world's most successful trainer jet. An order would help safeguard jobs at BAE's plants at Brough, Humberside, and Warton, Lancashire, and provide business for component suppliers, including Rolls-Royce, the aeroengine company.

The first batch of Hawk planes, perhaps 25, would probably be assembled at Warton. The remainder would almost certainly be built by Hindustan Aeronautics Limited (HAL) in India.

HAL's Bangalore plant builds BAE Jaguar strike fighters under licence, as well as Rolls-Royce Adour engines to power them. The Hawk engine is also based on the Adour, and selection of the British trainer would offer the Indian Air Force economies in both production costs and maintenance. According to Reuter, Indian officials said this was a "major factor" in the plane's selection.

A Hawk aircraft was demonstrated to the Indian Air Force in January on its way back from the Singapore Air Show. India has been seeking an advanced trainer since 1986 to bridge the gap between its existing trainers and sophisticated front-line warplanes, including Mirage 2000, MiG-29 and Jaguar flown by its pilots.

According to Reuter, Hawk was chosen in preference to the Alpha Jet from Dassault of France, the Dornier trainer of Germany's Daimler-Benz, and the American F5F Northrop. More than 700 Hawks have been ordered or built, including 300 which are being manufactured for the United States Navy by McDonnell Douglas of America.

In addition to the Jaguar programme, which may be coming to an end, BAE has supplied 27 Sea Harriers to the Canadian Forces. The Sea Harrier is a fighter-bomber version of the Harrier, designed for carrier-based operations. It has a wingspan of 11.5 metres and a length of 14.5 metres. It can carry up to 10,000 kg of weapons and has a range of 1,000 km. It is powered by a single Rolls-Royce Adour 200 engine, which produces 11,000 lb of thrust. The Sea Harrier is used by the Royal Navy's Fleet Air Arm and by the Royal Australian Air Force. It is also used by the Royal Canadian Air Force. The Sea Harrier is a single-seat fighter-bomber, designed for carrier-based operations. It has a wingspan of 11.5 metres and a length of 14.5 metres. It can carry up to 10,000 kg of weapons and has a range of 1,000 km. It is powered by a single Rolls-Royce Adour 200 engine, which produces 11,000 lb of thrust. The Sea Harrier is used by the Royal Navy's Fleet Air Arm and by the Royal Australian Air Force. It is also used by the Royal Canadian Air Force.

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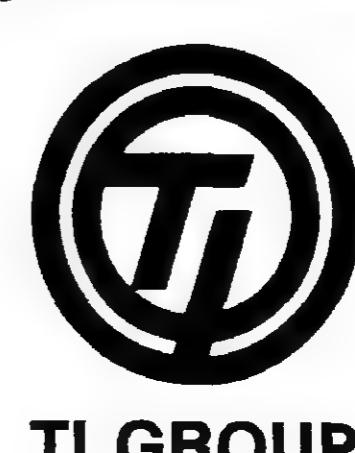
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NET

Markets wonder if EMU will fly

Considering the magnitude of the issues at stake, yesterday's market reaction to the possible collapse of the Maastricht Treaty was notable for its relaxed moderation. The currency markets, where the greatest impact might have been expected, put on an unconvincing show of enthusiasm or panic (depending on which side the trader in question was positioned overnight) for an hour or two in the morning, but once the Danish central bank raised its interest rates to protect the kroner, the speculation on an ERM realignment died down.

The bond markets reacted rather more violently, with gilt and other high-yield European markets losing between a half and three-quarters of a point. But even these losses hardly registered on the Richter scale of market upheavals. The question now is whether yesterday's reaction was just the prelude to a full-scale re-rating, in which case further severe pressure on the ERM, and big losses in the British, Italian, Spanish and French bond markets would seem inevitable. Or will the Danish referendum turn out to be little more than a storm in a teacup?

There are at least two arguments for taking the Danish vote with a pinch of salt.

Firstly, and most plausibly, the other 11 EC members will simply ignore the Danish vote and continue to move along the road towards EMU, as laid down in the Maastricht Treaty, ignoring the Danish vote. While this might technically be illegal under the Treaty of Rome, it would not be the first time that European governments had bent the Community's rules to suit their practical objectives. When the time comes to take the first practical actions on EMU, the setting up of the European Monetary Institute in January 1994, Denmark might be given a second chance to vote on membership. Alternatively, Denmark, along with any other countries that failed to ratify the Maastricht Treaty, could simply be excluded and EMU could go ahead for a smaller community of 11, nine or seven nations that were willing and able to take part.

Secondly, there is the possibility that EMU does not matter very much. It could be that European governments will preserve stable currencies and keep their inflation at around German levels, even without the prospect of EMU on the political horizon or the peer-pressure exerted by their European partners. This view is widespread in the City as regards sterling and the gilt-edged market. But French analysts and politicians are equally adamant about their commitment to the "franc fort" policy, and even in Italy, public opinion may now be ready for austerity.

One or other of these arguments is quite likely to prove valid, in which case the business and financial community should not suffer too much long-term fallout from the Danish vote. But there are some darker possibilities, which are less likely, but cannot be ignored. Suppose a subgroup of EC countries ignored Denmark and soldiered on with EMU. This would create a two-tier community, which would be politically attractive since it would allow countries like Denmark and possibly Britain, as well as new Scandinavian members, to choose the amount of sovereignty they wanted to delegate to Brussels. But how long would it be before members of the inner core decided, quite reasonably, that they should stop subsidising Danish farmers as lavishly as their own? The principle of opting-out might gradually infect other aspects of community policy and ultimately, the whole concept of free movement and trade. The faith in free trade and competitive open markets is still a very tender plant in many community countries, including not only notorious protectionists like Greece and Italy, but also France and Spain. The greatest danger of Denmark opting out of Maastricht, is that a two-tier community would cease to be a community at all.

Hambros hunts big game returns in South Africa

The merchant bank is leading a group of UK investors in a bid to tap the republic's potential for tourism, reports Jon Ashworth

People have been talking about investing in South Africa for months. Political change has cleared the way for it. The country desperately needs new money to stimulate its economy and curb runaway unemployment and accompanying crime.

Now, at last, a British-led consortium has taken the plunge. No joint ventures, no token buying of shares on the Johannesburg Stock Exchange. This is a serious investment that could set the tone for others to follow.

Hambros, a merchant bank that has ties with South Africa going back 50 years, has raised £12 million to invest in the Conservation Corporation, a company which intends to tap into the vast tourist potential of the region without harming the environment. Martin Currie, a Scottish fund management group, and a group of trusts associated with the American Getty family have joined with Hambros in investing £5 million of the total. South African institutional investors have added the rest.

The fund-raising is thought to be the first international issue of unlisted equity by a South African company in ten years. Most of the money is destined for Phinda, a new game reserve in an undeveloped part of northern Natal. It will be used to build luxury game lodges and to restock the land with lions, leopards, buffalos, elephants and rhinoceroses.

Tourism is one of the greatest money-spinners for South Africa. Most visitors spend a few days at the Kruger National Park or at an exclusive lodge such as Mala Mala or Londolozi.

Phinda is different: it lies inland of a coastline rarely visited by tourists. Guests will be able to scuba-dive by day and spot game from the back of a truck by night. The Conservation Corporation is counting on this "surf and safari" tag to fill its £10 a night lodges. High occupancy is crucial and sceptics will watch to see whether the experiment works.

Jonathan Klein, the Hambros director who led the fund-raising team, has had his work cut out. Convincing sceptics to invest in South Africa is hard enough. It does not help when the project is caught up in South Africa's biggest financial collapse.

The initial funding for Phinda was provided by Masterbond, a property finance company that sold debentures over marinas and other property developments, offering "guaranteed" rates of return. Masterbond was placed in administration, a kind of administrative receivership, in October 1991, after the value of property assets fell short of the value of the portfolio. Thousands of elderly investors were caught up in the collapse. At



Paradise for profits? South Africa faces scepticism in winning investment, despite its clear attractions

the time of the Conservation Corporation's launch, much play was made of the appointment of Koos Jonker, chairman of Masterbond, as a director. He has since resigned but an early prospectus included references to his "entrepreneurial acumen, and leisure and property analysis skills".

None of this helped Mr Klein's efforts to raise money for the corporation, which began a month before Masterbond collapsed. The company has bought Masterbond out and cut all ties, but the association with a high-profile financial collapse made fund-raising more difficult.

To make matters worse, a promotional video for Phinda included an introduction by David Jones, who was director at the time of filming, of London Zoo. Mr Jones was relieved of his post in February by the Zoological Society of London. The publicity was unwelcome at a time when Hambros was trying to persuade investors in London and Edinburgh to part with their cash.

Investment in South Africa is fraught with difficulties. Inflation of 16 per cent eats up profits as fast as they are produced. Exchange controls restrict capital movement. The African National Congress is opposed to investment until an interim government is in place. The ANC appears to have given tacit approval to the Phinda fund-raising because it

will create jobs in local communities and pump resources back into the land. This type of investment is in line with draft ANC economic thinking.

Fund managers in London and New York are free to buy shares on the Johannesburg Stock Exchange but are unlikely to do so in great numbers until the stockmarket's liquidity improves.

Most shares are held by a handful of life assurance companies and pension funds and a chain of interlinked shareholdings has clogged up the market. That leaves investment in venture capital projects. Hambros has devised a complex method of entry for British and American investors.

In 1985, South African companies stopped paying interest directly on loans provided by foreign banks. A compromise known as the first interim arrangement was negotiated under which the Reserve Bank agreed to continue interest payments but rescheduled capital repayments at a rate of 3 per cent a year.

Local companies with foreign loans continued to pay capital and interest, but to the Reserve Bank rather than to their foreign lenders. Stockpiles of hard currency built up and the Reserve Bank, keen to put the money

to work, made it available to foreign investors on certain conditions. Hambros will use the international funds to buy a franchise of debt at an agreed rate of interest and with a fixed repayment date. A holding company on the Isle of Man will lend the money to the Conservation Corporation, and the interest on the loan will be distributed as dividends to international investors. The return to the investor is a combination of these dividends and capital growth.

Hopefully, investment in South Africa in the years ahead will be a far simpler affair. Hambros has shown that it can be done in present circumstances. Whether it will be successful remains to be seen, but revenues since the first Phinda game lodge opened in October are running 30 per cent ahead of budget.

The biggest danger facing the project is a drop in tourism. Up to 80 per cent of revenues will come from tourists visiting Phinda or two other parks which the Conservation Corporation has agreed to manage.

About 500,000 people visited South Africa last year but many of them were there to see family and friends. Lower air fares will encourage tourists to add South Africa to their agendas but political uncertainty must be removed if numbers are really to take off.

More than sentiment in Maltese connection

The new peak of Anglo-Maltese relations marked by the Golden Jubilee of the George Cross Award and the visit to Malta by the Queen last week is not just a matter of sentimentality and nostalgia. The Mediterranean island's business relations with Britain are reaching a level not seen since the 1950s, when Dom Mintoff, the charismatic socialist, came to power and caused bruising conflicts with the British.

With the accession to power in 1987 of the nationalist government of Dr Eddie Fenech-Adami, the comprehensive trading partnership with the UK, which has evolved over almost 200 years, once again prospered. Today, Britain is Malta's second-largest source of supply and third-largest export market.

In 1991, the two-way trade was estimated by the trade department in London at about £203.5 million — Britain supplied £162.7 million worth of goods and bought £40.8 million worth of Maltese products. The goods exchanged include a wide range of items such as foodstuffs and confectionery, motor vehicles, electronic equipment, heavy machinery, pharmaceuticals and clothing.

John Dalli, Malta's finance minister and former minister for economic affairs, told *The Times* that a main reason for the revival of business partnership with Britain is the fact that Malta has embraced a market culture in recent years, after the nationalists took over from the Labour party.

He said: "Since then, the private sector has been given incentives to flourish and our government has embarked on a programme of law-making to extricate the economy from Labour's strict controls."

The Industrial Development Act gave investors incentives such as ten-year tax holidays and low rents of factories; the International Business Act was aimed at developing the island as a financial centre with offshore banking facilities; and the Malta Freeport Act created a free trade area.

At present, about 50 Maltese manufacturing companies are reported to have significant British equity participation. They include Dowty, Dedicated Micros, Stainless Steel Products Limited, Telexcell, and Foster Clark products, to name but a few. These companies give employment to more than 6,000 people. Eleven British companies have set up shop in Malta in the last two years.

One of Malta's most ambitious projects, in which British interest is also present, is the Freeport. Its first terminal is managed by a joint venture between the Freeport Corporation and Maritime Transport Services Limited, set up by the former management of Felixstowe, one of Britain's most efficient ports.

The British account for about 50 per cent of all visitors to the island. Visitors from the UK, totalling more than 450,000 last year, are estimated to have contributed about £140 million to the island's economy.

THEODOR TREU
Malta

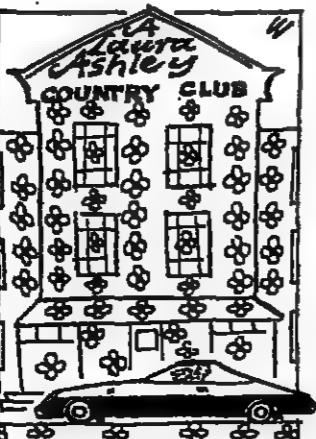
THE TIMES CITY DIARY

Honest approach

THE City will soon have a new specialised fund management company headed by Diana Barran, of Enskilda, who has decided to launch on her own at the end of the year. Barran, 33, has already given notice to Enskilda, which is looking for a replacement when she leaves, possibly in September. The move comes after two years running Enskilda's \$2.5 billion funds in London, a successful operation than Barran, who was previously with Morgan Grenfell, helped set up in 1990 after five years on Enskilda's broking side. Plans for her fund, she says, are at an "embryonic stage" given that she is still employed by Enskilda. However, she is hoping to set up an American-style hedged global performance fund. "The idea is that we would be able to charge fees only if the performance we promised is achieved," Barran says. "It's an intellectually honest approach to setting fees."

Horses for causes

LUCAS Industries seems to have had trouble yesterday keeping the attention of the 30 or so analysts touring its Californian plants. The City chaps spent their flight watching the aptly named *Other Peoples' Money* and organising a \$200 sweepstake for the Derby. The chief gainers were Musaphia, Omer of Williams de Broe and County NatWest's Sandy Morris who drew winning horse, Dr Devious. With conservation all the rage, they are



He now hopes to move Clark Whitehill on from where his two protégés left off. "They very much shared the firm's corporate finance effort," he says. "I feel I can bring some new thinking to the next stage."

A SIGN in three languages in the Swiss village of Château d'Oex shows the impossibility of arriving at common European standards. In English, it says: "Please do not pick the flowers." In German: "It is forbidden to pick the flowers." In French: "Those who love the mountains, leave them their flowers."

Sculley tipped

DAVID Sculley, brother of John, who runs Apple Computer, is being tipped to take over the running of Heinz, the food group, when its former Rugby-playing Irish boss, Tony O'Reilly, stands down in two years. Sculley, a 45-year-old American, joined Heinz in 1974 after six years with Unilever. The two men are close friends. They play tennis together, talk almost daily and, in a recent interview, Mr Sculley said that had Mr O'Reilly been born an American, he would have made an "extraordinary" American president. With businessmen of independent means now the flavour of the month in the American presidential election, O'Reilly would clearly have had all the right credentials. He stands to collect share options worth £68 million (\$123 million) from Heinz when he retires.

DEBRA ISAAC

Sharing the facts on Eurotunnel

From the Chief Executive of Eurotunnel

Sir, Today *The Times* said that I personally had "confirmed that the contractors have been offered shares as part of a settlement".

The record must be kept straight. My colleagues and I stated publicly in April that the idea of issuing a limited quantity of some form of equity-related paper to the member companies of TML as part of some possible future offer to settle their claims had been discussed — past tense.

At no time have I confirmed that shares will be offered. We also stipulated that any such offer would be submitted to

our shareholders for prior approval.

It has been Martin Bouygues who has talked of taking our shares. As reported, his advice to the press on 26 May followed my statement that our shares might be worth little or nothing.

It is true that Eurotunnel is willing to co-operate with any Stock Exchange investigation into M. Bouygues' intentions in making those remarks.

Yours faithfully,
ALASTAIR MORTON,
Chief Executive,
Eurotunnel,
Victoria Plaza,
111 Buckingham Palace Rd,
SW1.

Chargers charged

From Mrs D. Burrell

Sir, In the last month, two voluntary associations of which I am a member have been subject to greatly increased bank charges — more than 50% increases — by their banks (Lloyds and NatWest) without warning. When approached, both banks said that they proposed to treat the associations in future as small businesses. One of the banks said that they would be glad to lose the account, in fact! As neither association is profit-making, I question the legality of this, but am also saddened that this is another attack on the previous friendly relationship between local banks and those they used to serve.

Yours faithfully,
D. M. BURRELL
Highlow Barn Piece, Box,
Corsham, Wiltshire.

Letters to *The Times*
Business and Finance
section can be sent by
fax on 071-782 5112.

Missing the point on Lloyds' offer

From G. C. Power

Sir, Reference the letter from Dr Keith Hampson (Business Letters, May 28), concerning Lloyds' proposed bid for the Midland Bank. May I suggest that, as a politician, he himself has missed the point which concerns so many of us, i.e. that the so-called institutions represented by pension fund managers and their ilk should not be allowed to remove one of the four main clearing banks in order to make a quick profit for themselves and their associates.

Surely no right-thinking parliamentary member should support such a totally immoral and damaging action which would appear to be against the interests of such a large part of the electorate.

Yours faithfully,
G. C. POWER
The Coach House,
Hollandsfield,
Downs Road,
West Stow, Chichester,
West Sussex.

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15 years 25 years 35 years

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Homeowners Friendly Society, FREEPOST 2153, Leeds LS17 7VY



Portfolio**PLATINUM**

From your Portfolio Platinum card, check your share price movements for this page only. Add them up to give you your overall total and check this against the daily dividend amount. This will tell you if you are out-of-or-a-share of the daily prize money stated. If you win, follow the claim procedure on the card available when claiming. Game rules appear on the back of your card.

No Company Group Gain or loss

| No | Company | Group | Gain or loss |
|----|-------------------------|---------------|--------------|
| 1 | BET-Crd | Industrial | |
| 2 | Fosters Brewing | Breweries | |
| 3 | Dawes | Motors-Air | |
| 4 | 11582 | Bank-Disc | |
| 5 | Pressac | Electrical | |
| 6 | Hickson | Chemicals | |
| 7 | Matthew Clark | Breweries | |
| 8 | Eurotherm | Electrical | |
| 9 | Charter Cars | Industrial | |
| 10 | Rentokil | Chem. Plus | |
| 11 | Westpac | Bank-Disc | |
| 12 | Euromaidens Uts | Transport | |
| 13 | Clarke Nickels | Property | |
| 14 | Bulmer (I) Pl | Breweries | |
| 15 | 8M Gp | Industrial | |
| 16 | Wessa Water | Water | |
| 17 | Jardine Math | Industrial | |
| 18 | Midland | Bank-Disc | |
| 19 | Hornby | Industrial | |
| 20 | Black (McG) | Newspaper-Pub | |
| 21 | Seaton | Transport | |
| 22 | Countrywide | Building-Rds | |
| 23 | Erskine Fsc | Industrial | |
| 24 | Sterling Pub | Newspaper-Pub | |
| 25 | Real Int | Newspaper-Pub | |
| 26 | Gaskell | Textiles | |
| 27 | Gold Pet | Oils-Gas | |
| 28 | Scheme | Industrial | |
| 29 | South West | Water | |
| 30 | Wainwright | Print-Press | |
| 31 | Fisher & Brum | Transport | |
| 32 | Lyles (S) | Textiles | |
| 33 | North West | Water | |
| 34 | Grawford | Industrial | |
| 35 | ADT | Industrial | |
| 36 | Dawson | Textiles | |
| 37 | BAA | Transport | |
| 38 | Seven Trent | Water | |
| 39 | Bodycode | Industrial | |
| 40 | Recal Elect | Electrical | |
| 41 | Lloyd's | Bank-Disc | |
| 42 | Leyton | Chem. Plus | |
| 43 | Wobley | Industrial | |
| 44 | Usher Walker | Paper-Print | |
| 45 | © Times Newspapers Ltd. | Total | |

Please take into account any minus signs

Weekly Dividend

Please make a note of your daily totals for the weekly dividend of £1,200 in Saturday's newspaper.

| MON | TUE | WED | THU | FRI | SAT | Weekly Total |
|-----|-----|-----|-----|-----|-----|--------------|
| | | | | | | |

Yesterday's £4,000 Portfolio Platinum prize was won by Mr Ernest Buckland, of Steyning, West Sussex.

1992 High Low Company Price (pt) -/- Net Div % P/E

BANKS, DISCOUNT, HP

| No | Company | Price (pt) | -/- | Net Div | % | P/E |
|----|---------------|------------|-----|---------|------|------|
| 12 | ABN-Amro | 261 | - | 4 | 10.3 | 9.2 |
| 13 | Allied Irish | 241 | - | 1 | 4.2 | 8.2 |
| 14 | Amstrad | 244 | - | 1 | 6.0 | 11.2 |
| 15 | Barclays | 250 | - | 1 | 5.0 | 11.2 |
| 16 | Barclays Bank | 250 | - | 1 | 5.0 | 11.2 |
| 17 | Barclays Corp | 250 | - | 1 | 5.0 | 11.2 |
| 18 | Barclays Plc | 250 | - | 1 | 5.0 | 11.2 |
| 19 | Barclays Plc | 250 | - | 1 | 5.0 | 11.2 |
| 20 | Barclays Plc | 250 | - | 1 | 5.0 | 11.2 |
| 21 | Barclays Plc | 250 | - | 1 | 5.0 | 11.2 |
| 22 | Barclays Plc | 250 | - | 1 | 5.0 | 11.2 |
| 23 | Barclays Plc | 250 | - | 1 | 5.0 | 11.2 |
| 24 | Barclays Plc | 250 | - | 1 | 5.0 | 11.2 |
| 25 | Barclays Plc | 250 | - | 1 | 5.0 | 11.2 |
| 26 | Barclays Plc | 250 | - | 1 | 5.0 | 11.2 |
| 27 | Barclays Plc | 250 | - | 1 | 5.0 | 11.2 |
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| 30 | Barclays Plc | 250 | - | 1 | 5.0 | 11.2 |
| 31 | Barclays Plc | 250 | - | 1 | 5.0 | 11.2 |
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| 96 | Barclays Plc | 250 | - | 1 | 5.0 | 11.2 |
| 97 | Barclays Plc | 250 | - | 1 | 5.0 | 11.2 |
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| 99 | Barclays Plc | 250 | - | 1 | 5.0 | 11.2 |
| 10 | | | | | | |

Ashley will spend £15m on second US country club

FROM PHILIP ROBINSON IN NEW YORK

SIR Bernard Ashley, who no longer runs the UK floral fabrics chain that he built with his late wife, Laura, is putting up £15 million of his personal fortune to build one of America's most exclusive country clubs. Its golf course is designed by Arnold Palmer and club membership is by personal invitation only.

Sir Bernard, still Laura, Ash-

ley's chairman and whose personal fortune is tied to his 60 per cent ownership of the group, turned over management control to James Maximin, 50, eight months ago. He is now concentrating on bringing round the group's most serious problem area, America. Sales of the Laura Ashley chain plunged soon after the death of M's Ashley in 1985. The group went into the red in the late eighties and had three chief executives in a year.

Meanwhile, Mr Maximin sorts out the family business. Sir Bernard is building his second country club hotel on America's east coast. Two years ago, he paid £3 million for the 60-acre property known as Keswick Country Club, near Charlottesville, Virginia, on which he plans to open an 18-hole golf course, build a 48-room hotel costing from £100 to £250 a night, and up to 100 homes selling for between £102,000 and £163,000.

Confounding critics who say 185 stores in the US is too many, Mr Maximin will open five more towards the end of this year, but close those within department stores.



Exclusive: Bernard Ashley takes to the country

Embassy proposals 'in July'

BY MICHAEL TATE

SHAREHOLDERS in the Embassy Property Group can expect details of their board's refinancing proposals by the first week in July. In the mean time, they face a further delay in publication of the interim results for the six months to last September. In a statement to the Stock Exchange, prompted by a doubling of the Embassy share price this week, the company said it expected to issue a circular "within four weeks".

The proposals, which have already taken more than a year to put together, would have "significant implications" for the profit and loss account for the year ended last March, the statement added, and it would, therefore, be "misleading" to publish the interim results at present.

Embassy's shares have climbed from 3p to 7p this week and it has emerged that an 11.25 per cent stake has been acquired by Farbridge Limited, a Newcastle-registered investor, which now has a total shareholding of 13.08 per cent.

Stephen Goschalk, a director of Embassy, said he had no knowledge of Farbridge's identity. "As you can imagine, we are attempting to find out more," he said.

Bringing in S Africa's harvest

Michael Hamlyn hears Derek Keys, South Africa's recently appointed finance minister, outline the stern challenges that confront him in his new post

THE drought in South Africa has just taken a turn for the worse, according to Derek Keys, the country's finance minister. He disclosed that expectations that the current harvest would be 22 per cent of normal have been revised downwards. The parched crop will now amount to only 16 per cent of normal.

Meanwhile, Mr Maximin, who once sold soap door-to-door for Unilever but was most recently a senior executive with Thorn EMI, is cutting US costs and attempting to establish Laura Ashley as a global brand name similar to a strategy used by Walt Disney. In February, he recruited Donna Moore as the new president for North America. She spent four years with Disney stores as they expanded from scratch to 123.

Mr Maximin will emphasise Ashley's accessories, home furnishings, gifts and mother-and-child products. Dresses, which analysts say never caught on in the US, will receive less promotion.

Confounding critics who say 185 stores in the US is too many, Mr Maximin will open five more towards the end of this year, but close those within department stores.

'If gold goes down 70 dollars, it wipes out a lot of good things the economy might have done.'

First, unemployment — "We have to have sensible wage bargaining," he said. Second, the low level of investment — "If this country wants to grow at a rate which keeps pace with the birth rate then it has to invest over a quarter of its gross domestic product," he said. At present the gross investment (including wear and tear replacement of about 16 per cent) was only 18 or 19 per cent. The real investment figure was thus only about 3 per cent of GDP, "marginally small".

The third factor has been the price of gold. South Africa produces close to 20 million ounces of gold a year. "If the price of gold goes down by 70 dollars, it wipes out a lot of good things the economy might have done."

The government can raise investor confidence by having

polices that are predictable and transparent, he said, and by making it clear to businessmen that if they get into difficulties that the government will be in their corner. Mr Keys called urgently on the black majority of the country's population to "stop the economic civil war". By that he meant one part of the population calling for sanctions to be taken off, and the other part urging that they should stay on, one part of the population working for increased productivity while the other part decides to make political gestures and not go to work.

"It is one part of the population trying to advance mortgage finance for black housing and the other part of the population deciding not to make repayments. There is no way we can get this country on a respectable growth path if the economy remains the main arena in which differences are registered."

Mr Keys, 60, has one of the

most difficult jobs in the government, he said, and by making it clear to businessmen that if they get into difficulties that the government will be in their corner. Mr Keys called urgently on the black majority of the country's population to "stop the economic civil war".

He has no political experience of the task that faces him, either. And he now has to try to rein back the demands of ministers who increased their spending by 17 per cent this year, and will feel even more urgency in next February's budget.

But observers reckon that he may be one of the ministers in the de Klerk government who might well survive into a government of transition to a new democratic South Africa. "If he goes it will be a very bad signal to the business community," said one. That may well be his strength in dealing with his cabinet colleagues.

Belling to make 1,000 workers redundant

By OUR CITY STAFF

MORE than 1,000 redundancies have been announced at Belling, the cooker producer that went into receivership last Friday.

KPMG Peat Marwick, the receivers, said 805 jobs would go at the company's site in Enfield, north London, where manufacturing will cease. There will be a further 260 redundancies at a factory in Burnley, Lancashire, bringing jobs lost to 1,065 out of a total workforce of 1,250.

Just under 150 employees will be kept on the payroll at Enfield, to provide servicing, and 40 will remain at Burnley, where components are made.

Paul Jeffery, one of the joint receivers, said costs had to be contained while a buyer was sought. The long-term aim was to sell the business as a going concern and "it is possible that the purchaser may re-employ some of the workforce".

He added that although manufacturing of the Belling range had been halted, "we remain committed to supporting the brand".

Roger Butler, Amalgamated Engineering and Electrical Union executive member for London, said: "Our worst fears have been confirmed." Members were angry that the union had not been consulted over the redundancies.

The company has been making electric cookers since 1910. It blamed its failure on the recession.

Employees being kept on include service and maintenance engineers, administration staff and enough production workers to complete manufacturing already in progress.

Mike Seery, joint receiver, who is at KPMG Peat Marwick's Preston office, said: "The decision to cease manufacturing at Enfield meant that Burnley had no choice but to cease production of its components."

There are no plans to sell off equipment or machinery while the receivers continue to seek a buyer for the company.

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Its European expansion has included Genesis, formed three years ago as a joint venture with Banco Santander, which is already profitable and ranks in the top ten Spanish life insurers in premium income.

They now wish to appoint a Spanish speaking auditor to be based in London, but undertaking extensive travel to Spain and Portugal. Assuming audit responsibility for Genesis, the role will involve establishing and developing a systems based internal audit function in a young and dynamic environment.



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Applicants, who must have well developed interpersonal and commercial skills, will most likely be recently qualified ACA/ACCA's, although others with relevant experience will not be excluded.

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For further details and to arrange an interview, please contact Adrian Simpson BSc ACA at Barclay Simpson Associates, Hamilton House, 1 Temple Avenue, Victoria Embankment, London EC4Y 0HA. Telephone 071-936 2601.

Investments Administrator

Independent Investment Management Limited (IIM) was established in 1989 with financial backing from 3i plc and Mees & Hope Securities Holdings Limited. It provides a discretionary portfolio management service for charities, smaller pension funds and high net worth individuals. Total funds under management have risen to over £50 million.

As a result of the firm's growth, IIM is now looking to recruit an Administrator, with a minimum Part I Chartered Accountancy qualification, to assist the Finance Director.

The likely candidate will need to be computer literate, have an interest in the securities industry and work successfully with the leading City banks which provide custodian and nominee services for IIM's clients.

Applications, including current CV and salary details, should be sent to the Finance Director, Stuart Anderson at IIM.



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information resources**FINANCIAL CONTROLLER £25,000 + CAR**

Information Resources UK, a software and consultancy company, seeks a Financial Controller for its £7M UK operations. The company is a subsidiary of the \$200M market research and software company IRI, with corporate headquarters in Chicago.

Based in Maidenhead, reporting to the Managing Director, the Controller will head up the team responsible for the day to day running of the finance function, will prepare monthly management accounts and reports and will spearhead the upgrading of the computer based accounting system.

Please write enclosing a detailed curriculum vitae with salary details to:

Julie Quaertens, Information Resources,
Foundation Park, Roxborough Way,
Maidenhead, Berks, SL6 3UD.

ACCOUNTS ASSISTANT

Expanding group of companies in the educational field require an assistant accountant who is conversant with both computerised and manual systems. The applicant must be flexible and able to work with minimum supervision. Salary in the range £16,000-£18,000 depending upon age and experience. Please send CV to Park Services Limited 388 Chiswick High Road, London W4 5TF. NO AGENCIES

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Assisting with the preparation of management reports, budgets & analysis of cash status, you will excel within a lively team and respond well to a variety of duties including cash collection, ledger, general ledger, reconciliation. Familiarity with a finance/auditing background is a bonus but not essential although an outgoing & thorough nature is imperative. This role is subject to increased responsibilities as the company continues with its expansion.

Call Carol Connolly 081-466 1616 (24 hrs R.Cons)

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£15-£18K + Full Study Package.
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There is also commitment to a speedier closure of the annual accounts.

The Job: This is a new, senior post in the department which will direct accounting work and ensure timely production of the annual accounts. You will directly lead a team of 13 staff in the Treasury and guide the accounting work of staff in service departments.

The Person: CCA/B qualified accountant with five years experience.

- At least two years experience of close - working with major computerised financial systems.
- Project management and leadership skills.
- A strong desire to succeed.
- The ability to work flexible hours to meet deadlines.

The Benefits: This post offers the opportunity to obtain substantial management experience in a large organisation. Apart from the attractive salary, other benefits include:- Superannuation scheme, generous relocation expenses and the opportunity to live and work in an attractive county which has excellent sporting, recreational and cultural amenities and low cost housing.

Suitably qualified/skilled/experienced applicants with a disability will be guaranteed an interview.

For an application form and further details please telephone Notting (0602) 823443 (24 hour answerphone) or write to Personnel Section, County Treasury at County Hall. Closing date 22 June. Please quote ref: TR/CA1/123.

The County Council welcomes applications from all irrespective of gender marital status, disability, race, age or sexual orientation.



Nottinghamshire
County Council
County Hall West Bridgford
Nottingham NG2 7QP

Royal Wanstead Foundation Deputy Clerk

The Foundation is a registered charity, highly placed in the educational grant sector, providing assistance with boarding fees for children and young persons whose home conditions are seriously prejudicial to their development, in many cases they are orphans. There are 350 Foundations at present, in about 100 schools.

The Foundation wish to appoint a Deputy Clerk at a commanding salary in the region of £18,000 p.a., to assist the Clerk in his duties, and to deputise in his absence. The present Clerk has intimated his wish to retire within the next two years, and subject to satisfactory service the appointed Deputy would be well placed for consideration for the senior post.

The successful candidate will assist in managing the Foundations affairs from its offices at Cobham, Surrey, including all normal secretarial functions in respect of meetings of the Board of Governors and appointed committees. There is other secretarial help. The position requires accountancy and financial knowledge, and ability to supervise assets of £13 million in association with professional managers, and to administer an annual budget of about £800k.

The principal function of the office for which the Clerk & Deputy are responsible is to receive applications for grants, make all necessary enquiries and conduct interviews to prepare case papers for Governors. Such duties include home visits to applicants in all parts of the country.

The work requires close contact with families who in many cases have suffered bereavement or other trauma and the person appointed must be capable of dealing with people under stress and in poor circumstances. An enquiring mind and an objective approach to casework must be tempered by understanding and compassion. Applicants must be versatile, resourceful and flexible, and capable of harmonious relationships with other bodies working in the same field. If you are a person with these qualities and your are attracted to the aims and objectives of the Foundation and the work being done for children in need then please apply with your C.V. to the address below:

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Candidates will be young, ambitious, enthusiastic and tenacious having achieved high levels of academic performance. The company will offer either a UK or European base together with progression to Operations/Financial Controller within 18-24 months.

Interested candidates should contact us on 071-21-285, during the evenings and weekends on 081-467-1400. Alternatively send or fax your CV to:



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CRICKET**Wells puts Sussex on terms**

BY JACK BAILEY

HOVE (second day of three): Warwickshire, with nine second-innings wickets in hand, are 49 runs ahead of Sussex

ALAN Wells, with his third successive century, saved Sussex from a hefty first-innings deficit amid somewhat embarrassing circumstances. Warwickshire — and that includes Donald, who took five for 82 — finished the day in disgruntled mood, having lost Piper's wicketkeeping for at least a week and failed to press home a distinct advantage.

Indeed, there came a time when Warwickshire became subscribers to the conspiracy theory. Donald was in full spate, having removed Smith, Moores and Stevenson in a 19-ball spell, and although Wells seemed entrenched, Sussex, at 191 for seven and 149 runs ahead, were there for the taking.

True, Warwickshire appeared to have been favoured when Moores was given his marching orders, but if so, this was the last time they felt the warmth of fortune's smile. First Piper's damaged finger caused him to be replaced by Oster, then North was put down from a straightforward chance by the substitute provided by Sussex.

Irisome though this was, it was nothing compared with the utter dejection apparent when Wells, on 67 and the total 222 for eight, was safely gathered in behind the wicket after a sick heard all round the ground.

Wells stood his ground and was given not out. Donald, the bowler, showed his anger and disbelief, his captain appeared as affected, and the bear's tail dropped while the ragged staff became more ragged.

By the time Wells had gone to his century, Sussex had advanced to 291; Donald was bowling of his short run and honours, if not tempers, lay even.

Surrey v Derbyshire

THE OVAL (second day of three): Derbyshire, with nine second-innings wickets in hand, are 49 runs ahead of Surrey

DERBYSHIRE: First innings
"J J Barnett c Thorpe b Benjamin ... 10
P D Bowler c Leggett b Benjamin ... 40
J E Cowdrey c Thorpe b Benjamin ... 38
J G O'Gorman c Larkins ... 14
D M P Blackwell ... 14
C J Williams c Brown b M P Blackwell ... 9
J E Cowdrey c Thorpe b Benjamin ... 8
H K Kirkeen c Kendrick b Fathman ... 8
R Bishop c Bowler ... 32
A E Warner c Thorpe b M P Blackwell ... 21
D M P Blackwell c Thorpe b Fathman ... 18
O H Morrisson not out ... 4
Extras (b 8, n 12, no 10) ... 27
Total ... 248

FALL OF WICKETS: 1-27, 2-87, 3-101, 4-116, 5-129, 6-140, 7-153, 8-231, 9-244.

BOWLING: M P Blackwell 24-4-58-4; Benjamin 25-4-58-4; Fathman 18-7-1; Kirkeen 8-1-10-2; Bowler 15-1-8-2.

Total (no wds) ... 248

SURREY: First innings

"K J Barnett not out ... 6
P D Bowler not out ... 3
Extras ... 3

Total (no wds) ... 8

DERBYSHIRE: First innings

"J J Barnett c Thorpe b Benjamin ... 10
P D Bowler c Leggett b Benjamin ... 40
J E Cowdrey c Thorpe b Benjamin ... 38
J G O'Gorman c Larkins ... 14
D M P Blackwell ... 14
C J Williams c Brown b M P Blackwell ... 9
J E Cowdrey c Thorpe b Benjamin ... 8
H K Kirkeen c Kendrick b Fathman ... 8
R Bishop c Bowler ... 32
A E Warner c Thorpe b M P Blackwell ... 21
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R Bishop c Bowler ... 32
A E Warner c Thorpe b M P Blackwell ... 21
D M P Blackwell c Thorpe b Fathman ... 18
O H Morrisson not out ... 4
Extras (b 8, n 12, no 10) ... 27

Total ... 248

FALL OF WICKETS: 1-27, 2-87, 3-101, 4-116, 5-129, 6-140, 7-153, 8-231, 9-244.

BOWLING: M P Blackwell 24-4-58-4; Benjamin 25-4-58-4; Fathman 18-7-1; Kirkeen 8-1-10-2; Bowler 15-1-8-2.

Total (no wds) ... 248

ESSEX v Glamorgan

CHELMSFORD (second day of three): Essex, with six second-innings wickets in hand, are 49 runs ahead of Glamorgan

GLAMORGAN: First innings
"P J Prichard c Richards b Derrick ... 22
J P Stephenson c Coffey b Bastien ... 60
M E Watling c Morris b Watkin ... 60
N H Morrisson not out ... 10
N V Kneebone not out ... 13
T D Topley not out ... 10
Extras (b 1, n 1) ... 1

Total (4 wkt) ... 102

FALL OF WICKETS: 1-62, 2-67, 3-78, 4-

5-148, 6-221, 7-259, 8-277.

BOWLING: P J Prichard 15-4-57-3; Topley 15-4-57-4; Watling 5-0-50-0; Morrisson 2-0-1-0; Kneebone 6-0-18-0.

Bonus points: Essex 5, Glamorgan 8. Umpires: G J Burgess and D O Oates.

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BOX NO.**BOX NO. DEPT.****P.O. BOX 484,****VIRGINIA STREET,****WAPPING,****LONDON,****E1 9DD.****Bingham proves the master tactician****Irish resistance is an example for Scots in Sweden**

FROM CLIVE WHITE IN BREMEN

AT RISK of being committed to the nearest mental institution, Bertie Vogts pronounced himself satisfied with the performance of his German team in the embarrassingly inept 1-1 draw against the no-hoppers of Northern Ireland here on Tuesday. Support for his sanity came from Billy Bingham, who still favours Germany to win the European championship.

History tells us that both men are probably in command of their senses; Germany are as notoriously unimpressive going into a championship as they are famously formidable coming out of one. The subtlety of their finishing may have left something to be desired but the workout they were given by the plucky Irish can only stand them in good stead for the championship, most pertinently for their march against Scotland at Norrköping on June 15.

Bingham believed that their fellow Britons would have to be every bit as disciplined in their defensive work as his marvellously defiant Irishmen were if they were to stand any chance of coming out of the match with a point or two. There was no question, in Bingham's mind, of

Scotland being able to carry the game to Germany.

Limited though their ambition was, it was difficult to comprehend how a team containing six second division players should be able to keep the Germans at arm's length for almost the entire match.

Even the German equaliser was a fortuitous one; a misfit by Birz which took an unkinked deflection. One can only put it down to Bingham's tactical cuteness and experience of having to mend and make do against the best during 15 years of international management. His record against Germany is probably without equal: two wins (both in competition) and a draw.

With a shade more luck and a less inspired performance from Tommy Wright, the Newcastle United goalkeeper, Germany would have won comfortably. The fact remains, however, that they rarely looked like unlocking the Irish defence in which Donaghy, deployed as a front-sweeper, held the master key.

There was enough fluency and verve about the Germans to suggest that they might give more positive opponents — Scotland perhaps — a frightful hiding. Karthik Riedle, one of Paul Gascoigne's new team-mates at

Lazio, was like a coiled spring waiting to do someone damage. Bingham likened his aerial ability, or "springability" as he called it, to the great Uwe Seeler.

One can expect the team which started here to kick-off against the Commonwealth of Independent States at Norrköping on June 12. The introduction into midfield of Doll and Thom in the second-half for the busy little Hässler and the elegant Sommer was surely nothing more than a smokescreen. Between them they might just be able to compensate for the loss of Matthäus.

■ **Gifu, Japan:** Wales slipped to their third defeat in 13 days when Gabriel Omar Batistuta the Fiorentina forward, drove a free kick past Neville Southall from 20 yards in the last minute of the Kirin Cup match here yesterday.

Argentina's 1-0 victory, following a similar success against Japan when Batistuta had also scored, brings them the trophy. Heroic defensive work by the Welshmen had kept the South American champions at bay for 89 minutes. Wales now move on to Ehime, the western city, where they meet Japan on Sunday. (Agencies)



Argentina's euphoria: Batistuta (right) celebrates his goal that beat Wales in Japan

IN BRIEF**World Cup television rights sold**

ABC Sports and ESPN, the United States cable television sports network, said yesterday they had negotiated a package to broadcast the 52 games of the 1994 World Cup football tournament.

More than 40 of the games will be telecast live, without commercial breaks during play. A spokeswoman for World Cup USA said the package was worth between \$11 million and \$12 million.

■ Mike Watson-Challis, a former director, and his wife, Sheila, are likely to become the owners of Luton Town football club after takeover negotiations yesterday.

■ Sunderland have appointed Bobby Ferguson, the former Ipswich Town manager, as their first-team coach. Justin Fashanu has been appointed assistant manager of Torquay United.

■ Ronald Koeman has been banned by Rinus Michels, the Netherlands national coach, from playing in Barcelona's final Spanish League match this weekend.

Drugs opposed

Schoolchildren are more opposed to drug abuse than many leading sports officials, a Sports Council pilot survey reported yesterday. The questionnaire of 172 Scottish children aged between 12 and 15 showed that more than 98 per cent felt that competitors should be barred from using performance-enhancing drugs in the Olympic Games and professional sport. Seventy-three per cent of the boys and 58 per cent of the girls wanted a ban for at least five years — longer than the suspensions carried out by most sports governing bodies.

Barrett bout off

Boxing: Pat Barrett, of Manchester, has withdrawn from his European light-welterweight title defence against Valery Kayumba in Paris on June 13 after injuring his left shoulder while sparring in Washington.

Airey selected

Rowing: Stuart Airey, of Cumbria, is new cap and Gary Smith, Steve Haimai and David Taylor are recalled for the England team to contest the international series at Lahti from July 1 to 3. Andrew Wills, a national triples winner in 1990, is in the team for the junior international series at Courtfield and Dalton, Cumbria, on July 18 and 19.

England may be chasing shadows in Sweden

DAVID MILLER IN HELSINKI

With six of the players from Bobby Robson's squad in the last, disastrous, European championship, and another three from the World Cup of 1990, Graham Taylor discovered last night that in the past two years England have not advanced in personnel or tactics. Both facts must be considered a consequence of his selection.

Most disturbing of all was the transparent ineptitude of the return to a 3-5-2 formation and the use of a sweeper system. This broke down on several problems, not the least of which was that Mark Wright does not begin to understand the role. Taylor is now confronted with the need for change, not only by the sad injury to

Barnes, but by the vulnerability of what was said to be the master-plan.

Against Finland's seven semi-professionals, there was not much mystery. Wright was frequently to be found in front of his two man-for-man marker colleagues, Keown and Walker, instead of covering them and the flanks. On one occasion he was to be seen in no man's land midway into the Finnish half at a throw-in. And it was Finland's. Some times because Keown and Walker were not really tight-marking in the proper sense, Italian-style. Wright was himself having to pick up either Tarkio or Huhtamaki, leaving the defence alarmingly flat.

Worse still, as I ventured to predict, Litmanen and

and a 3-5-2 formation clearly requires a forward more flexible and imaginative than either of these two.

If Taylor is going to retain nine of Bobby Robson's players in his team, it seems odd that he should abandon the most effective of Lineker's partnerships, that with Beardsley.

Finland's opening goal was not against the run of play. Myrry had beaten Woods but seen the ball flash wide as he found a gap in a row of six red shirts with a quick side-step. A run by Steven from fullback and a sharp cross had seen Huhtamaki force the first corner of the game. Then a long run by Litmanen found

England scrambling back devoid of cover. Steven felling Huhtamaki in desperation and Hjelm scoring from the penalty spot. Wright had been nowhere to be seen.

This reverse at least served to shake England into retaliation and they dominated the last quarter of an hour before half-time. Platt, after his couple of misses, moved smartly on to a pass by Steven to sweep home the equaliser with all the last kick of the half, and a quarter of an hour into the second half he punished a slack defence again, running through on to Palmer's long throw.

It was not against the run of play. Myrry had beaten Woods but seen the ball flash wide as he found a gap in a row of six red shirts with a quick side-step. A run by Steven from fullback and a sharp cross had seen Huhtamaki force the first corner of the game. Then a long run by Litmanen found

England scrambling back devoid of cover. Steven felling Huhtamaki in desperation and Hjelm scoring from the penalty spot. Wright had been nowhere to be seen.

And little though Barry is to be admired as a player of the ball, it seems necessary that he should be recalled as a winner of it in the middle line. Otherwise, England may be chasing too many shadows next week in Sweden.

In the midst of England's disorganisation, it was decided to press on to Walker, normally so reliable, having one of his least distinguished performances.

I would not wish to be responsible for finding a solution to England's current uncertainties.

Thomas banishes doubts

BY MITCHELL PLATT, GOLF CORRESPONDENT

VICKI Thomas yesterday insisted that the Great Britain and Ireland team is equipped, physically and technically, to regain the Curtis Cup from the United States in the biennial match which will start at Hoylake tomorrow.

Thomas, 37, is the most experienced member of the team, this being her sixth consecutive appearance. "We are all playing well," she said, "and I think this time we will all play to our ability, which possibly was not the case in America two years ago."

Elizabeth Boatman, the Great Britain and Ireland captain, has said that all eight team members will play, unlike four years ago, when Claire Horan did not get a game. Judy Oliver, her American counterpart, is of the same view. "I am confident of the outcome," Oliver said. "I have a great team, well balanced."

■ The English Supporters' Saucer, a happening that has grown into an indispensable adjunct to the Curtis Cup, was yesterday won 10½-2½ by Great Britain and Ireland.

The Great Britain and Ireland Curtis Cup team proper turned up to support the supporters.

FOR THE RECORD

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hotels



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THURSDAY JUNE 4 1992

APPOINTMENTS
Thirteen
pages of the
best jobs in
Britain



PETER GRUMMAN

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habit

ALAN LEE

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This is not only France encapsu-
lated to my mind it is France all
over. For most of us nowadays France
is essentially a sequence of flashes,
a kaleidoscope repeatedly

shaken as we hurry across its varied

landscapes to the one particular

French spot that means most to us.

When the milords travelled this

way in their creaking high-wheeled

carriages it was surely more of a

continuum. Then the slowly pass-

ing scenes must have had a classical

clarity, shaped and ample despite

the frightful bumps in the road;

now we are all surrealists, and as

France hurtles through our wind-

screens and away through our rear-

view mirrors its images are disjoined

and contradictory.

Entering this country is an

allegory in itself, whichever way

one comes. Frontier France is

doomed to extinction, I suppose, as

Europe goes, but a fascination

of ours is to join the long line

of roads shaking down into France

from the black hole of the Mont

Blanc tunnel, or to drive beside

the marshalling yards at Corbières,

where France meets Spain in

the Pyrenees.

However, we

never seem to

want a break. If

I didn't feel

that I would

be the same in

the same place

on the same day

as the same day

Corkers, conkers and clinkers

Cinema New Releases: Geoff Brown on *The Lawnmower Man*, *Rush*, *The Playboys*, *The Five Heartbeats*, *Split Second*, *Treasure Island* and *Jurie at the National Film Theatre*

California's computer wizards are smashing the boundaries of cinema special effects by the hour, yet the art of Hollywood story-telling remains in mothballs. Look at *The Lawnmower Man* (15, Odeon Leicester Square).

The screen shimmers with astonishing sights. Live-action bodies shatter into swirling globules. Wearing special helmets, characters enter the computer-generated field of "virtual reality"; sleek figures of silver or chrome, they transcend all physical laws in a lurid vortex of geometric shapes. *Terminator 2* apart, no other film has so smoothly melded live-action footage with computer-based imagery. The film's

perhaps *The Lawnmower Man* can be allowed to preen. Its dishevelled script is much less pardonable. Dialogue is clogged with scientific gobbledegook. Subsidiary characters such as Marnie, the local sexton, are introduced then dumped.

Even virtual reality gets derailed as Fahey develops telekinetic powers, used to wreak vengeance on past oppressors. A punitive priest self-combusts; an abusive parent meets his maker in the blades of Fahey's lawnmower. Such sights might set some people's adrenaline racing, but they are routine movie events. New technology deserves fresh stories to engage the mind: visual wizardry aside, *The Lawnmower Man* peddles a sad bag of chestnuts.

New technology deserves fresh stories: visual wizardry aside, *The Lawnmower Man* peddles a sad bag of chestnuts'

into addiction. A yawn seems called for, or a shrug of distaste.

Yet *Rush*, inspired by novelist Kim Wooscraft's days as a narcotics officer, tells its tale with such clarity that the drug drama stereotypes become reborn. Much credit is due to Lili Fini Zanuck, who produced *Driving Miss Daisy* with her husband Richard Zanuck, and directs her debut film with an authority rare among first-timers.

She shuns all stylistic frenzy, clinging instead to her lead actors, Jason Patric and Jennifer Jason Leigh, and a stark script that charts their descent into hell. So many current Hollywood films are designed for people with the fidgets: *Rush* is ruthlessly single-minded.

Acting and atmosphere play their part. Intense, unsimplifying, Jason Patric paints a dark, enigmatic edge round the character of Raynor, the undercover cop who rarely reaches the surface. Jennifer Jason Leigh wins the showier role as the sullied

wife Kristen, her idealism sabotaged by physical decay and her own growing addiction. Some actresses would have plunged into grand guignol: Leigh shows notable restraint.

Pete Dexter, author of *Paris Trout*, flavours the script with his own relish for the dark side of Texan life. Eventually, the chestnuts return: a concluding twist proves no surprise at all. But in a film as strong as *Rush* we can forgive a few stumbles.

Off now to Ireland. With cinemas still reeling from *Heir My Song*, a film whose blarney could curdle milk, we now have *The Playboys* (12, Odeon Haymarket), a tragicomic tale of love and jealousy set in the 1950s, when the IRA could apparently be regarded as local colour, like border smuggling. The production company is British, but America supplied the finance and two stars: Robin Wright, who is thoroughly convincing as the proud single mother who sets tongues wagging, and Aidan Quinn, acceptable enough as a travelling player,

eager to become her husband. He has a formidable rival, however: Albert Finney, bulldozing all others out of the way as an embittered, lovelorn policeman. Finney even looks menacing cycling in the dark. Gilles MacKinnon, Glaswegian director of television films such as *The Grass Arena*, displays his usual restless style, and Milo O'Shea, a veteran scene-stealer, puts in his pennyworth as the jünerous manager.

But no amount of urgent camerawork or histrionic fire can dispel the script's artifice. The strong girl fighting local opposition: drunken bravos: quaintness writ large in emerald green: we have been here before a few times too often.

Robert Townsend's *The Five Heartbeats* (15, Prince Charles) turns back the clock to a different genre: those musical biographies of the Forties and Fifties, filled with hokum and good cheer.

You know the plot. From humble

beginnings, the Heartbeats — five Afro-American rock 'n' rollers played by Townsend, Michael Wright, and other fresh faces — rise, acquire a shady manager, and grow moustaches. Success and drugs go to the lead singer's head. The bubble bursts. Years later, they meet up older, wiser, with a touch of religion, wearing specs.

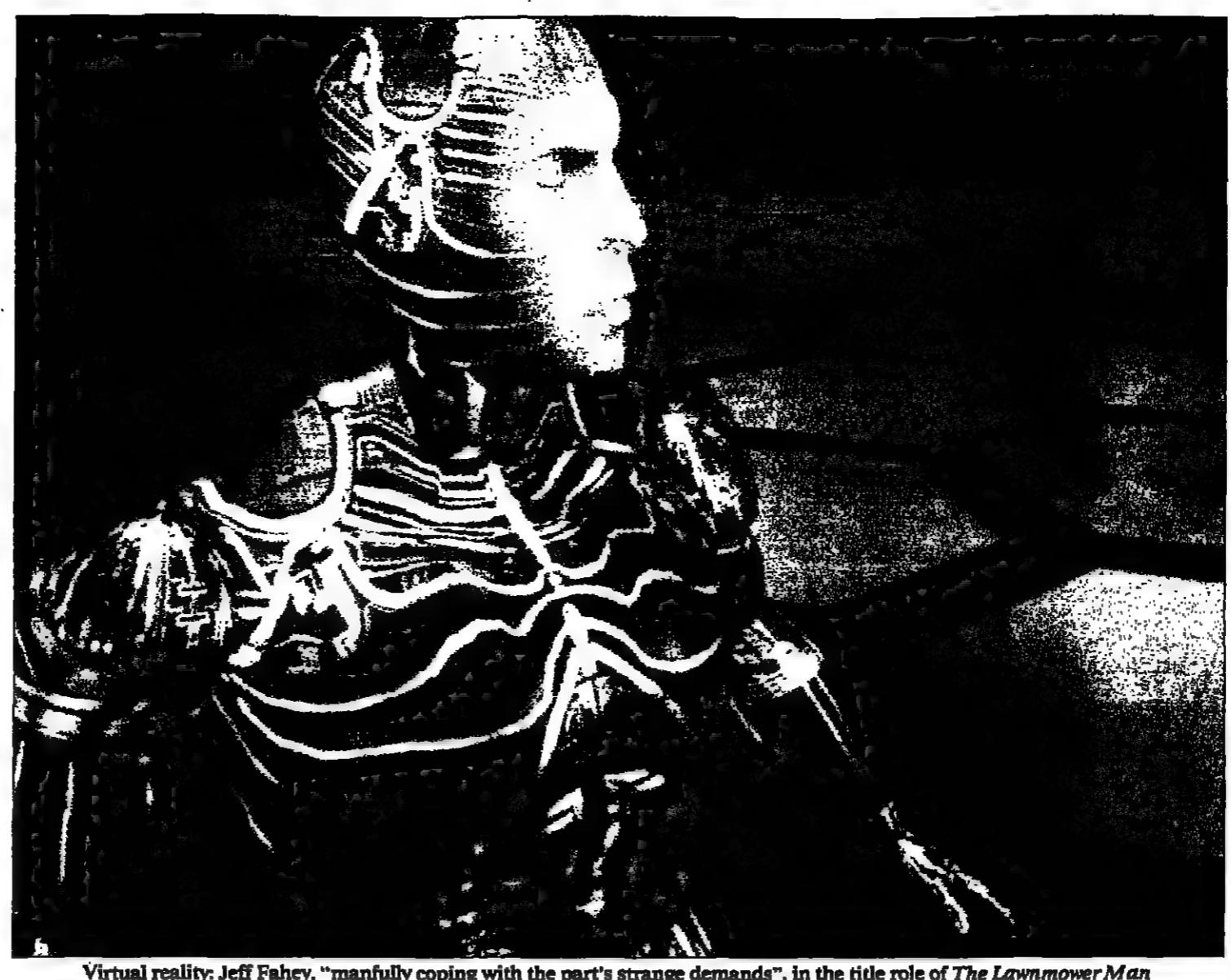
In his first big studio assignment as writer-director-actor, Townsend has gone soft. Some scenes are sappy enough to be pilloried in his *Hollywood Shuffle*, which lampoons the movie capital's treatment of black performers. Yet the film's good nature is mildly pleasing: at least we avoid the new chestnut of the urban "homeboy", idling away the nights in violence. The music is vivacious, and in a small part, veteran dancer Harold Nicholas shows he can still tap up a storm.

Stepping quickly over the abominable *Split Second* (18, MGM Haymarket), where Rutger Hauer stalks some clawed Beelzebub through the pestilential London of

2008, we reach the National Film Theatre's unusually rich June collection.

The silent films of William de Mille, Cecil's older brother, offer a treasure-trove of wry, adult comedy and social drama. There is also new Iranian cinema. Strained political relationships have kept many recent films hidden from British eyes. Now at last audiences can savour Abbas Kiarostami's *Where Is the Friend's House?* (three performances next week), a simple, deeply affecting tale of a schoolboy, a homework book, and an urgent search for the book's owner. The location area was later devastated by earthquake: Kiarostami's new film *Life And Nothing More* movingly dramatises his search for survivors.

After Iran, we finally alight on Raul Ruiz's *Treasure Island* (ICA Cinema). It is unlikely to tarry. The cinematic tests of this exiled surrealist from Chile can sometimes please; but this deconstructed version of Stevenson, made in Portugal in 1985, seems just a pile of scraps and doodles. There are not even any chestnuts.



Virtual reality: Jeff Fahey, "manfully coping with the part's strange demands", in the title role of *The Lawnmower Man*

from our past, from a missing moment, from the days of the early 1950s, from the days of the 1960s, from the days of the 1970s, from the days of the 1980s, from the days of the 1990s, from the days of the 2000s, from the days of the 21st century, from the days of the 22nd century, from the days of the 23rd century, from the days of the 24th century, from the days of the 25th century, from the days of the 26th century, from the days of the 27th century, from the days of the 28th century, from the days of the 29th century, from the days of the 30th century, from the days of the 31st century, from the days of the 32nd century, from the days of the 33rd century, from the days of the 34th century, from the days of the 35th century, from the days of the 36th century, from the days of the 37th century, from the days of the 38th century, from the days of the 39th century, from the days of the 40th century, from the days of the 41st century, from the days of the 42nd century, from the days of 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From wh...

Chez nous, a rotting farmhouse

Barry Turner
takes his first
lesson in Gallic
etiquette: how to
be beguiled by
your builder

Monsieur Gonano will be here soon. We agreed to meet at five o'clock and he promised faithfully not to be late. "Absolument Pas de problème!" Which means he will arrive at about seven. Just in time for drinks.

The purpose of the visit is to discuss the next stage of the building programme. The construction is an everlasting process. It started two years ago when we paid FF230,000 (about £23,300) for *Le Bernet*, a Gascon farmhouse which the vendor described optimistically as "une belle ferme à restaurer".

What we had in mind was a modest renovation allowing for two up and three down. That, however, was before M. Gonano delivered his verdict.

THE TIMES
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He came highly recommended as a true entrepreneur, a master of all the constructional arts. And, indeed, so he proved to be. There was nothing that could not be fixed.

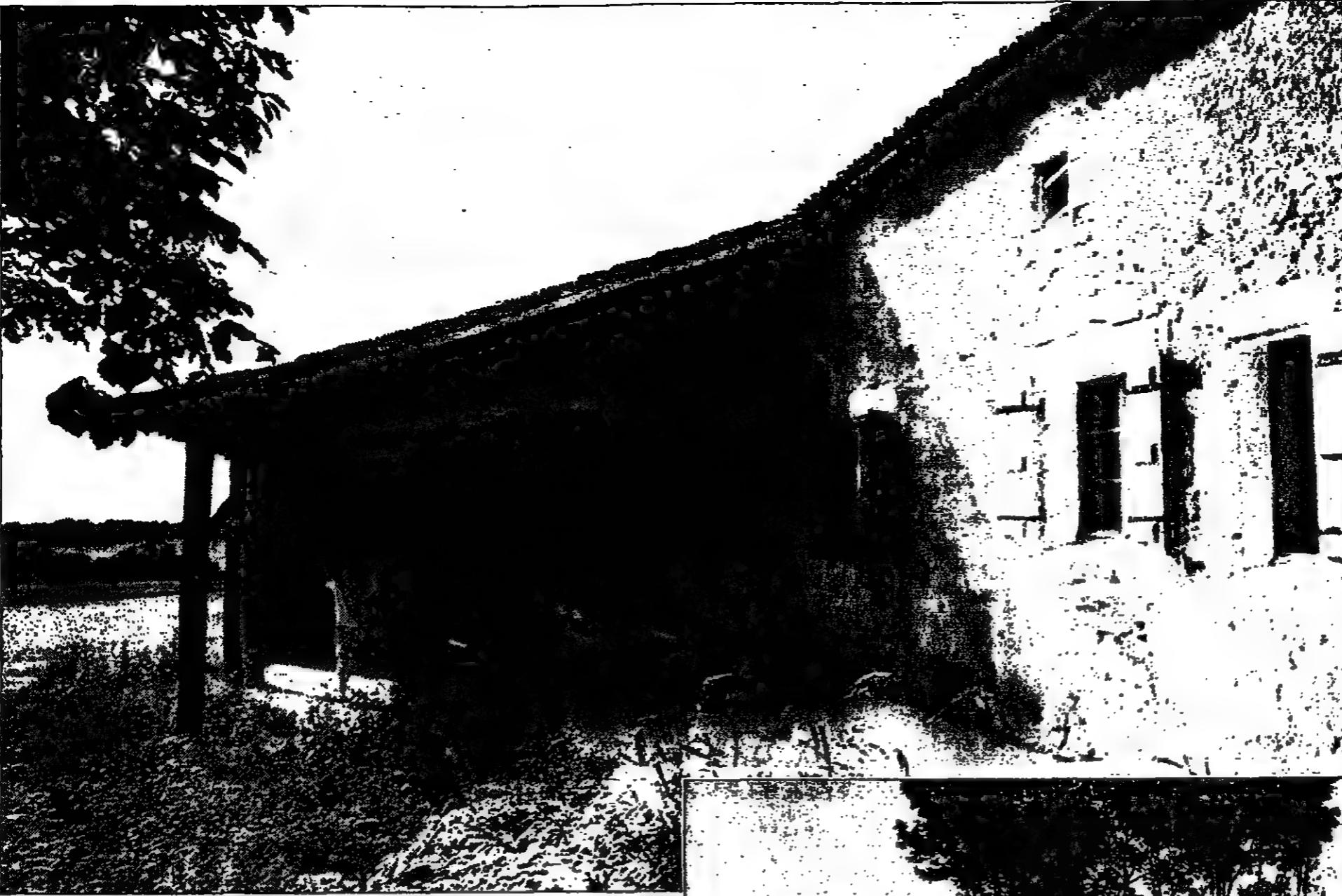
He started as he meant to go on, arriving two hours late for his first tour of inspection. As this was before we had actually bought the house, others were in residence, an extended family of north African immigrants, who had been living there rent-free in return for casual work on the surrounding farmland.

Their future, as far as we could understand, it was to move into town, where a municipal flat with running water and main-line sewerage, facilities as yet unheard of at *Le Bernet*, was awaiting them.

The old homestead, however, still held its attractions. We were not at all sure that they really wanted to go. Conversation was, to put it mildly, a strain, and Mary, my partner in life as in this crazy enterprise, was inclined to throw in the towel.

"We can't push them out of their own home."

"We're not pushing. When they see what they're getting,



Monsieur Gonano said he would drive over on Thursday, so we were not entirely surprised when he turned up on Saturday

they'll want to go. Wouldn't you if you lived in this dump?"

"But we are going to live in this dump."

"Ah, yes. But..."

M. Gonano may be a poor timekeeper but he knows how to make an appearance. His builder's lorry bounded down the track, the tools of his trade crashing about in the rear as he rolled over the potholes. With a cheerful "Bonjour" he jumped from his cab, hand outstretched to greet us, and behind us a half circle of tight-lipped observers.

He got the picture immediately. "Were not these fine people from across the sea? And was not he, M. Gonano, with his Italian grandparents, also of immigrant stock?"

He flashed his gold fillings in a sunshine grin and was rewarded with nods of recognition for a kindred soul. We were welcome to begin our tour of the property.

Clearly, there were certain priorities. The stable roof sagged so precariously as to bring a whole new meaning to the word lean-to. The terrace wall needed to be strengthened. Several beams had to

come out (dry rot) and there was work to be done on the foundations (wet rot). That was just the exterior.

Inside, there were problems

in assessing the level of degeneration. Animals were everywhere. The loft, approached by a rickety stepladder, was occupied by a family of wild cats. You could tell from the first snarl that words of affection such as beguile domestic animals would not get us over the threshold of their domain.

The *bergerie* had only one sheep, a docile, mangy creature, but it was guarded by a brute of a dog, powerful enough to drag its kennel around on the end of a chain.

The enclosed terrace was reserved for chickens, which deterred an approach by a collective smell of such intensity that it was a wonder anybody had the stamina to collect the eggs.

A further deterrent to a close inspection of the property was the pile of scrap metal. Even without the abandoned cars and tractors flanking the rear of the house, there were enough old farm implements to start a country life museum.

A dispersed collection of carts, prams and bed springs spoke of a family long since grown up but somehow reluctant to surrender the rusting mementoes of young love.

No matter. M. Gonano expressed himself satisfied that all would be well. We had merely to agree a price with the owner and he, M. Gonano,

had most of the talking. Madame Bonne and her two sons, the oldest in his early

forties, the other at least 20 years younger, sat quietly. They looked slightly bemused, as indeed they had every right to. Who were these eccentric English who wanted to live in a house any sensible Frenchman would pay to avoid? The native ideal in Gascony is a spanking new red-brick bungalow, draughtproof, with central heating for the winter.

Now here were these foreigners telling them they were doing it all wrong, but they were ready to pay good money and the smile of one-upmanship broadened and the negotiation entered its final stage.

Le Bernet was ours, at just below the asking price but with extra land on each side of the *allée* where we planned to grow an avenue of fruit trees. A date was fixed for formal signatures and the paying of a 10 per cent deposit, a peculiarly French custom that deters the buyer from a last-minute change of mind. Once the deposit is registered there is no going back, unless it is without the money.

The deal was celebrated with a drink. We stumbled

through our French conversation.

The youngest son, Jean-Philippe, confessed his devotion to rock music, an art far beyond his parents' comprehension. He was intelligent and well-informed, the first in his line to go to university. We wondered what future there was for him on the land.

Many meetings later when, for us, colloquial French as practised in Gascony was still an impenetrable mystery, Jean-Philippe put us out of our misery. "Would you prefer that we speak in your language?" he asked in impeccable English.

Once Le Bernet was ours, it was time to reconvene with M. Gonano. He said he would drive over the following Thursday, so we were not entirely surprised when he turned up on Saturday. The appeal of the red-brick bungalow was dramatically revealed to us in the small print of M. Gonano's *devis*, delivered in person so that he could explain, as he put it, the finer details.

He offered to call round to take a few measurements.

"At five o'clock?"

"Absolument. Pas de problème."



LES ACHATS

What to buy
in France
and where to
find it

Exquisite creations

TUCKED away in the village of Notre-Dame-de-Lumières, not far from Gordes, is a fairytale castle where France's reigning queen of embroidery, Edith Mézard, holds court over a recently opened boutique and workshop. In the old stable, the Château de L'Ange, Mme Mézard creates and sells her exquisite range of hand embroidered bedlinen, tablecloths and cushions using linen, cotton, silk and raffia. Three former horse stalls lend themselves perfectly to the creation of mini showrooms. Mme Mézard's summer collection (she produces four collections each year) is due out this month. Edith Mézard Broderie, Château de L'Ange, 84200 Lumière (010 33 90723641). Open seven days a week from 3pm to 6.30pm.

Gypsy china

FUCHSIA, mustard, vermillion and turquoise: all the colours of a gypsy caravan are to be found in Jeneviève Lethu's new dinner set, appropriately named "Tzigane" — from the Hungarian word for gypsy. Prices for this flamboyant china are reasonable, with plates priced between FF91 (99) and FF96, dessert plates at FF85 and coffee cups at FF75. Pure cotton matching tablecloths 80 cm square are also available (FF390). China and table linens are available from all Jeneviève Lethu boutiques, in most large towns. Ring 010 33 146684000 for an address list.

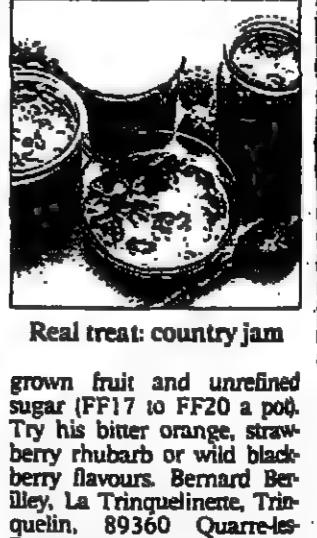
Wild and good

WHILE jams with major labels remain popular, as a special treat many French jam connoisseurs like to spread their morning *tartine* with delicately flavoured preserves from the small independent producers. Frequently made with wild fruits, these country jams generally have a lower sugar content.

Bernard Berille's jams are all made with organically



Home sweet home: at last the farmhouse, with the Gonano treatment, top, can be lived in. Right: bed springs were among the junk that littered the place two years ago



Real treat: country jam

grown fruit and unrefined sugar (FF17 to FF20 a pot). Try his bitter orange, strawberry rhubarb or wild blackberry flavours. Bernard Berille, La Trinquelinette, Trinquelin, 89360 Quatre-les-Taubes (010 33 8652 209).

Unusual flavours such as lemon-herbes de Provence, rose, melon and eglantine can be found at Fauguis, which also sells by mail order. From FF25 to FF30 a pot, 30 rue de la Tremoile, Paris 75008 (010 33 147208091).

SUSAN BELL

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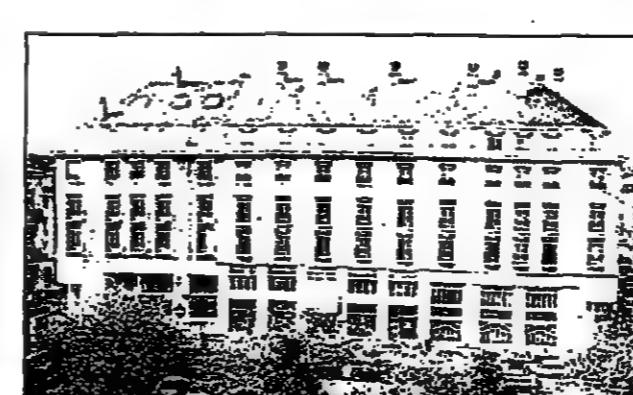
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THE TIMES

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TOKEN

3

From white hot revolution to the pound in your pocket



PM pro tem: Wilson in April 1970

What was Lord Wilson's contribution to our political history? This biography does not take us much nearer to an answer. Though its fact-packed narrative has short interspersed passages of comment, it contains little sustained analysis and ends with no attempt at an historical assessment.

Morgan tells us that he neither sought nor would have accepted a commission to be the "official biographer", though his book is based on "all the available sources" — with the exceptions of the official papers of the time (not yet public) and Wilson's own papers. His aim was independence and his factual record is, so far as I know, accurate. But his judgments are consistently adverse to Wilson, whose motives are presented as suspect, careerist and self-interested.

Wilson's background — northern, non-conformist, liberal (not socialist), and lower middle class — is well described. An ethos of "getting on" set him on the road from being, rather self-consciously, the cleverest boy in the class, via Oxford, to No 10. Yet he had no plan; one upward step at a time was enough.

At Oxford he was a not inactive member of the Liberal club, though he sought to play this down later. After getting his First, the next step in this pragmatic ascent was work for Beveridge

Harold Wilson said a week is a long time in politics. Ronald Butt misses a sense of historical perspective in the Labour premier's latest biography

on unemployment in 1937. When war came, Morgan asserts, Wilson was free to volunteer for military service but "without evidence to the contrary, it must be concluded that he chose not to enlist" but sought to "enter Whitehall as a wartime civil servant".

Whether he sought it or not, he spent the war in Whitehall, during which he did decide where he was going. In 1945 he was elected to Parliament. Attlee made him the youngest junior minister at 29 and he rose through successive reshuffles to become the youngest cabinet minister as President of the Board of Trade.

There, against the wishes of the Left, he made his "bonfire of controls" on the grounds that they were inefficient. Yet though he was a natural moderate, he gradually associated himself with the left, resigning with Bevan in protest against NHS charges and, after Bevan's death, challenging Gaitskell's leadership when the latter had been defeated by the Labour Conference over unilateralism.

The latter incident displayed Wilson's political personality with great clarity and Morgan spends too little space analysing

HAROLD WILSON
By Austin Morgan
Pluto Press, £25

I doubt it. Wilson never budged from that programme in principle and he had the advantage of being trusted by the Labour rank-and-file (if not at Westminster) as Gaitskell never was. He was also probably the best parliamentarian of the time. His speeches as shadow chancellor were the funniest I have heard in the Commons; he had the knack of making the Tories laugh against themselves, though the book hardly refers to this.

He also had the knack of talking to the nation on television, in his flat northern accent, in its own language. I recall his blunt rebuke to trade unionists for "pinching a few minutes here, an hour there". What other prime minister would have dared say that? Nor, despite his deviousness in politics, was he uninterested in ordinary people.

For the same reason he disapproved of the Gaitskellite attempt to jettison Clause IV of Labour's constitution (on common ownership), which Wilson sardonically called the Ark of the Covenant, to be honoured if not obeyed. His approach to politics was always consensual. The question is whether Gaitskell's confrontational approach would have been more effective in power than Wilson's.

Britain had to turn towards more structured state interventionism or discard it.

There was no consensus for discarding it; Macmillan had begun new experiments in prices and incomes control and industrial planning. "Indicative planning" was the vogue; so was social engineering and higher social spending. The logic was for a social democratic party to try these ideas out. We too easily forget how far Wilson's Labour party reflected the intellectual climate of the time.

Labour failed because the recipe was wrong, but it was a phase we had to go through before we could move on. That is the significance of Harold Wilson. In his second prime ministership, he saw Labour fall into the grip of the left he had hoped to tame by consensual politics. Austin Morgan is right to say that he resigned in 1976 because he was bored, had lost confidence — and knew that election defeat lay ahead.

This is a serviceable biography but one which, in its mass of detail, often lacks proportion. It also suffers from the author's palpable dislike of his subject. It is true that, in Lord Acton's words, we should "be prepared to find that even the best repute gives way under close scrutiny". But objectivity should be informed by charity if human nature in politics is to be made comprehensible.

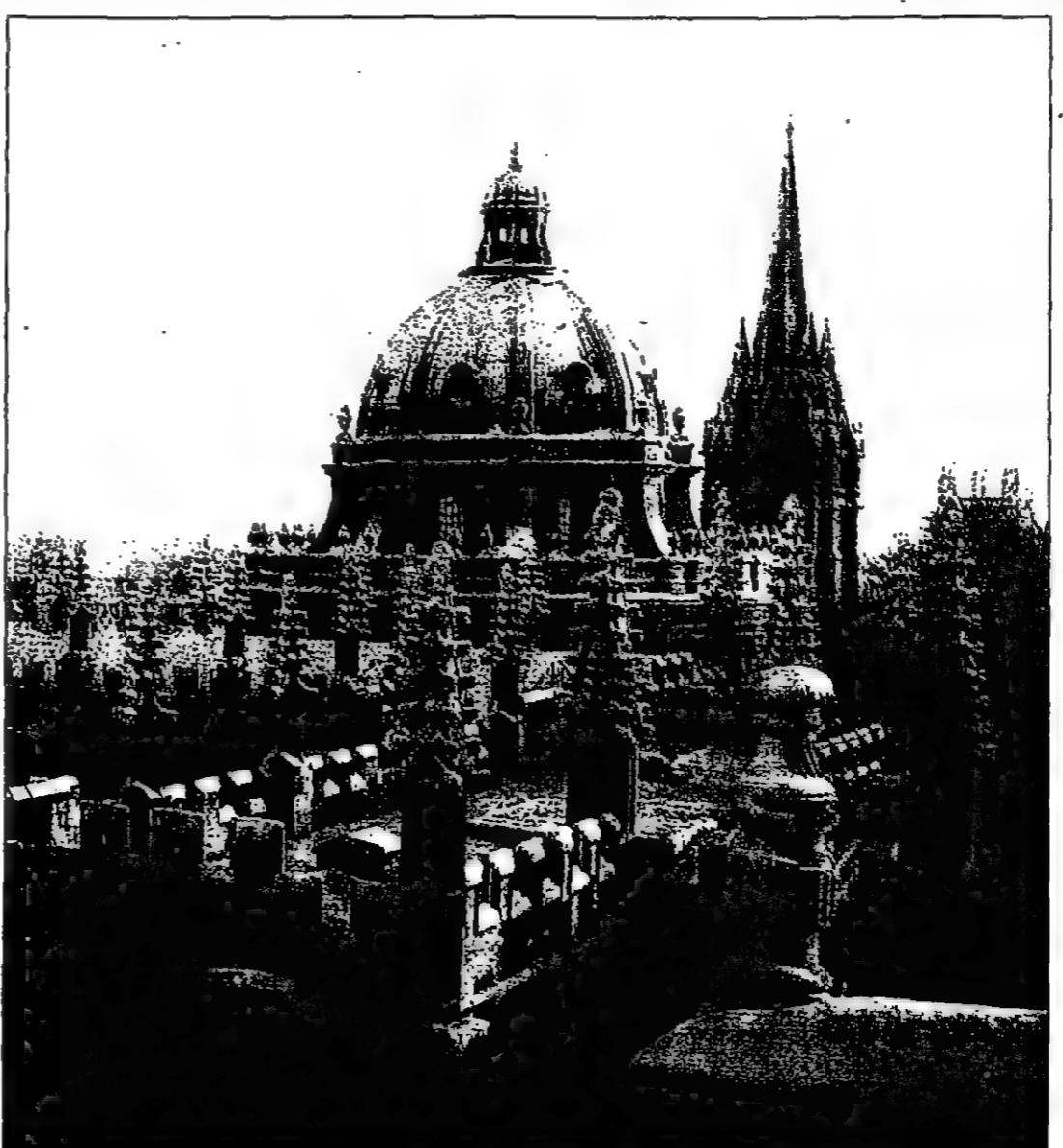
will recall life in a garret within sight of the church of St Philip and St James, designed by G. B. Street who went on to design the Law Courts. Nowadays rising rents and the trend back to family occupancy have pushed the students out, down the Ifley Road or into the concrete barracks with which colleges disgrace their own precincts.

The hallmarks of life in North Oxford today are those of affluent health foodism, eco-consciousness, and safety first. A bike-ride to the health food shop requires helmet, fluorescent yellow bands and ankle-reflectors. But one of the surprising revelations in this book is that the character of the place has always been so.

Despite popular myth, dons were outnumbered by retired civil servants, vicars and public schoolmasters. An even more intriguing fact: in 1881, 75% of the population of North Oxford was female. This laid the roots for the establishment of the women's colleges, four of which lie to the north of St John's. These women were the ancestors of today's politically-correct matrarchy, now at war with itself over whether sexual equality requires the disappearance of single-sex colleges. A century ago "most of us", trilled the novelist Mrs Humphrey Ward, "were very anxious to be up-to-date and in fashion whether in aesthetics, in house-keeping or education".

But the pervasive atmosphere in North Oxford is of anonymous gentility. Betjeman loved it and helped set up the North Oxford Conservation area in the late 1960s. The melancholy streak in his nature could not resist "the silence of flowered bedrooms where the widows of heads of colleges lie dying, their eyes looking out into the sunset over 1860s crenellations". Despite the ascendancy of the politically-correct, it is this image of North Oxford — that of Dover Beach — which makes one love the place.

The author, a barrister and writer, is married to Professor Norman Stone. After many years in Hampstead, they live in North Oxford.

A view of Oxford by Andrew Lawson, from *The Oxford Illustrated Literary Guide* (OUP, £25), edited by Dorothy Eagle, Meic Stephens and Hilary Carnell and published in a revised edition this month

C. L. Edwards

THE COLLEGES OF OXFORD
By Miles Jebb
Constable, £14.95

THE OXFORD AND CAMBRIDGE CLUBS IN LONDON
By John Thole
United Oxford and Cambridge University Club, £19 plus £3 p&p

also disappointing that the non-collegiate buildings, such as the Bodleian Library, are shunted into a somewhat grudging appendix. An imaginative anthology of college life through the ages, put in perhaps as a stocking-filler, adds warm flesh to the dry bones of architectural description. This is a book that can be warmly recommended for the serious tourist as well as for the casual enquirer.

Oxford tends to feed London with recruits for city life, and until recently it was assumed that the prosperous or well-bred man would join a London club as soon as he ceased to be an undergraduate. Infatuation, commuting and family life have combined to undermine the role of the gentleman's club.

Nevertheless, it might be expected that a club for Oxford and Cambridge graduates would still prosper. A century ago there were five such clubs, but now they have all become one, the United Oxford and Cambridge University Club, which inhabits the handsome clubhouse designed by Sir Robert Smirke in Pall Mall.

John Thole's history of the various clubs, published by the remaining one, is attractively written and illustrated, but will probably appeal only to members or those who like to marvel at old pictures. Chapter headings such as "The way we lived then" and "Fortunes of war" are sure indicators that nostalgia is the order of the day here, as it is for so many of the members, who still want the club to admit women only as "lady associates" a century after the universities themselves began the long haul to common sense.

This book is an elegy for a gentleman's club that has died because it was caught between two worlds. In future it may have to look to a wider society for its members, and for a different role in clubland.

The author, an antiquarian bookseller, is a member of the Oxford and Cambridge University Club.

Blacks, whites and grey areas
Peter Riddell

RACE
By Studs Terkel
Sinclair-Stevenson, £15.95

lives many whites are ignorant of African-American history, while amongst black people there is a sense of despair and futility.

Douglas Massey, a white professor at the University of Chicago, argues that the races have drifted apart in so many ways — "Black English" is further than ever from standard American English, while most whites do not understand what it is to be black in America today. He argues that conditions have worsened since the Kerner report of 1968 found two societies separate and unequal. This divide is now more tolerated.

The flaw of the book is its unrelied pessimism. Terkel, while presenting himself as the objective recorder, has a distinct viewpoint, that racism is ingrained in American society. He undermines his case by neglecting the many examples of black success and good relations with whites.

In many ways the best parts of this long book come when his interviewees look back on the changes since the civil rights movement of the 1960s. For instance, Charles Johnson, a black professor at the University of Washington, is gloomy. "During the civil rights years, there was at least a sense of movement towards brotherhood. There was the ideal that one we got rid of Jim Crow, things would be better. It's twenty years later and they haven't got better." He be-

Broadcasts from Babel

Peter Daville

A WORLD IN YOUR EAR
By John Tusa
Broadside Books, £9.95

A SKYFUL OF FREEDOM
By Andrew Walker
Broadside Books, £17.50



Tusa: view from the top

ing Saudi Arabia country Taif town within, Lebanon parliament members meeting again convened".

Given that the audiences for the World Service vernacular programmes are far greater than for its English services, there is some irony in the fact that the inscription above the Aldwych portico of Bush House reads: "Dedicated to the Friendship of English-speaking Peoples".

Walker traces the development of the World Service chronologically, beginning in the early 1920s with the banning by the government of further experimental broadcasts after a fog-shrouded aircraft failed to get a weather forecast because of a Nellie Melba radio recital, and ending with the launching of World Service Television last year.

In contrast, Tusa's book is a collection of essays, lectures and extracts from travel diaries. The latter remind us what a fine reporter the BBC lost when Tusa had to learn to act like the head of a broadcasting service.

Tusa's book is, therefore, very much pegged to the man. Hence his picture on the front cover. On the back cover, however, the picture is of Terry Waite. His publicly-expressed indebtedness to the World Service during his long captivity, and the gratitude of the American hostage Tom Sutherland, turned a world spotlight on Bush House out of which, understandably, it is reluctant to step during this its diamond jubilee year.

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Victoria Glendinning discovers Dickensian depths beneath the smart lunchers and sexual athletes who populate the latest Melvyn Bragg novel

Low lives of South Bank Man

The success of this book is assured, for good reasons and bad. It is chiefly set in London just before the Gulf war, and the faces are familiar. What about Martha Potter, famous for her corrosive newspaper interviews, or Lady Alfreda Kermersley, who gives parties for "grateful metropolitan opinion-formers", or Rudolf Lukas, the overweight media mogul?

Melvyn Bragg is careful. Just when you think you recognise the real person on whom a character is based, that person is mentioned, in a different context. Real people, such as "the Douras and the Waldegraves", are invited to Lady Alfreda's dinners and frequent the restaurants and clubs — among them the Academy ("an original hidey-hole") and Orso's, where Martha Potter spots "the exeditor of *Private Eye*", a hunky writer and editor from Faber & Faber, and "that woman from Chancery with the mega-biographer of the decade". The knowing will take pleasure in recognising them. They have only small lunching-on-paris, and it is all a lot of fun.

The parts of other characters are conspicuously sexual. There is good, bad, paedophile, comic, and Lawrentian sex: a prose poem to sex and sex helpfully flagged as "complex, detailed and audacious" before being fully described in all its complexity, detail and audacity. That's enough about sex. But I thought you would want to know.

We have not yet reached, however, the point of the book. Mark Armstrong is a TV film-maker noted for his independence and integrity. Through Mark and his colleagues, Bragg is able to get a lot off his chest — about how, for example, the "you" on the screen



CRYSTAL ROOMS
By Melvyn Bragg
Hodder & Stoughton, £14.99

an oil millionaire, lost him and their son in an accident, and is now back in London trying to pick up the pieces while her fortune increases at the rate of half a million dollars a day. In telling Jen's story, Bragg ranges from her sad and shabby family in the north of England to the international "power-money" group who are the "true guardians of the vital wealth-producing process without which the entire world was doomed".

Even now we are not at the heart of the matter. The strivings of media folk are counterpointed by episodes evoking the growing underclass: "the diaspora of sick people" on the streets, the homeless of Cardboard City, the limited lives endured in depressed provincial towns and the IRA-breeding culture of Belfast. But the polemic is not directly political. Bragg is as even-handed in the way he displays opposing social attitudes as any BBC governor could wish.

His passion is emotional and moral. It is about children's need

for love and security. Without these things they become unloving and insecure parents in an unloving and insecure society.

Crystal Rooms begins with the motherless child Harry, reared in a depressed northern town, being abandoned by his aunt's boyfriend in an amusement hall in Leicester Square. Here he picked up by an older boy who takes him to his leader — a pimp, who procures for gay men. The innocent Harry is introduced to MP Nicholas de Loit, close friend of Mark and Jen. Nicholas takes one look at Harry

and falls in love, with a devotion that transcends lust. He will rescue Harry and give him a safe home. It would be wrong to reveal how this plan works out while Jen simultaneously is coming to terms with her own unhappy childhood and the loss of her son. Suffice to say that the novel ends in an epiphany of faith, hope and charity in which sexual and material greed give way to the needs of the young and the consequent spiritual healing of the not-so-young. This is a 19th-century book about 20th-century people, which is why the

touch-down seems a bit bumpy: there are no young lovers to be united at the end.

It is prefaced by quotations from Dickens and Temerson. Nicholas's romantic love for Harry is Tennyson, there are touches of Becky Sharp in Jen, and tinges of Trolope in Nicholas's meditations on Parliament, "a noble endeavour and something worth dedicating your life to" in spite of the hypocrites and scoundrels who sit in it.

Crystal Rooms is Victorian too in its air of having been written fast. Mark is initially described as a Scot, later as an Englishman. While the analytical passages are highly worked, some sentences in the narrative are so roughly made that they read like a draft of what the author might, had he thought a bit harder, have wanted to convey.

Yet the pressure to communicate, like the lavishness, is appealing. There is material for three novels in *Crystal Rooms*. Bragg's unironic display of deep feelings can seem heavy or naive, but is always courageous.

Bragg is a romantic and like

Dickens he mixes the journalistic with the sentimental. Harry, the abandoned boy, is a latter-day Oliver Twist. The pimp with his pack of rent-boys is a Fagin; and Nicholas, the closet-gay MP, stands in for Oliver's benefactor, Mr Brownlow. By means of these parallels Bragg gives *Oliver Twist* itself a retrospective twist. Victorian morality would not permit Dickens to suggest it, but is it not likely that the exploitation of Fagin's boy would have involved rather more than stealing watches and silk handkerchiefs?

Growing pains

Michael Wright
GENERATION X
By Douglas Coupland
Abacus, £6.99 pbk

Funny, colourful and accessible, this is a blazing debut by the Canadian Douglas Coupland. But there is more to it than that. Part novel, part manifesto, the work homes in on a trio of alienated 20-somethings — over-educated and under-employed — reveal all the grim symptoms of belonging to the new "lost" generation of post-Baby Boomers, identified here as Generation X. Disillusioned with the world they have inherited "like so much skidmarked underwear", Andy, Dag and Claire are painfully convincing in their own right and reveal enough wonky humanity and cardinal cynicism to prevent the book from appealing only to those glum young things who see themselves darkly reflected there. The trio's modern fables of love and death

and spacemen and nuclear war sparkle like lumps of quartz amid the granite of their desert life, each tale offering a small epiphany or moment of spangled optimism amid the prevailing gloom.

As Claire puts it, "it's not healthy to live life as a succession of isolated little cool moments. Either our lives become stories or there's just no way to get through them." Their difficulties in making connections and creating a "worthwhile tale" are tidily echoed in the Heath Robinson construction of the novel itself. It is told by Andy in the form of a first-person, present-tense narrative with a series of short chapters only clumsily sewn together.

This same jerky pattern is reflected in microcosm at sentence level, where phrases knee-deep in nouns grind against one another with only the occasional verb for lubrication. Thus "Baby magnesium flare twinkle lights gird the sentinel palms of Highway 111". An area later described as "a Daytona, big burger-and-shake kind of place where kids in go-go boots and asbestos jackets eat Death Fries in orange vinyl restaurant booths shaped like a whitewall GT tyre".

Even as he attempts to escape the clutches of a mercenary world, Andy is lexically trapped in its grasp. His whole means of expression is dominated by the "thinginess" of the world around him. It is this which lends the narrative its dizzying sparkle and originality, as the narrator makes his own connections, churning out preposterous metaphors like so many pairs of odd socks that somehow work fine together.

Jenkins says in his preface that he has felt the need to write about that summer for many years. The need must have been a very private one, and his book does not greatly illuminate its nature. His stay in Flanders was uneventful: his account of falls into 11 short chapters, each written around a family member. I warmed most to Tante Alice, who was so mean that she re-used envelopes by ungluing them and turning them inside out; and to Oncle Auguste, who assaulted two German tourists in village square and liked in times of stress to sleep wrapped in the *Tricolore*.

Hughes' tale is set in 1951. An English schoolboy is sent to spend the summer in a French provincial household. Within weeks, he no longer knows which is reality — "the coldness and austerity of my existence in post-war England, or the dense fabric of extended family by which I was embraced". The family consisted mainly of old ladies. During the first world war one of them had come close to marrying his grandfather.

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The prose is orderly and unremarkable, and the imagery seldom surprises. When water falls from the oars of a rowing boat, it does so in "translucent drops". I suspect that our man in The Hague read Alain-Fournier's *Le Grand Meaulnes* when he was young and never quite got over it. Indeed one of the *vieilles demoiselles* puts it into the boy's hand two-thirds of the way through this book and he is enthralled. A *House in Flanders* lacks the delicate and haunting mystery of Alain-Fournier's symbolist masterpiece, however. Sieme was right: they order this matter better in France.

Elusive memories

Ian McIntyre

A HOUSE IN FLANDERS
Michael Jenkins
Souvenir Press, £12.99

Michael Jenkins and his wife, we learn from the dust jacket, "are carefully restoring a chartreuse in Gascony". That is reassuring: there are few things more irritating than a charterhouse that has been carelessly restored. Sir Michael does this, presumably, whenever he can escape from his duties in The Hague, where he is the British ambassador.

He first turned author during an earlier posting in Moscow with a biography of Arakcheev, the Russian soldier and statesman. Now comes this slender volume, *A House in Flanders*. He says it is based on a real period in his boyhood, but that the telling owes much to his imagination. It is a curious book, not easy to categorise.

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Richard Hough: writer, publisher and Garrick snooker captain

Tepid regrets for bristling pedants

Paul Golding

A PLACE TO STAY
By Stanley Middleton
Hutchinson, £13.99

ROTTEN TIMES
By Paul Micou
Bantam, £14.99

The central figure of Stanley Middleton's latest novel asserts: "It's a good literary convention to have a person dying and to recall in his/her mind or that of the narrator the highpoints of the life." In many respects *A Place to Stay* is all about the unobtrusive, occasional bursts of retrospective lucidity reaffirm her former status as a "national and admired figure of the educational world" and, by extension, prompt the narrator into ruminations upon his own past.

Striking up a belated friendship with his niece yet another retired pedagogue, now tending to her dying mother, Smith learns that this early campaigner for schoolmarm rights had, at the very pinnacle of her august career, contracted a fierce and fiercely suppressed, passion for a much younger master at her establishment. Two decades on, he is dragged into the story, only then to be exposed as unperceptive and unworthy.

The relationships explored in *A Place to Stay* remain deliberately controlled. Even if the overriding tone is one of tepid regret and the characters too often lapse into academic disquisitions, there are redemptive instances

where "the prose moves one, catches at the emotions, because one realises, consciously or not, one is being guided, worked over, elevated, you name it, by unusually magnificent verbal music".

Magnificence, however, is scarcely a noun that springs to mind when assessing Paul Micou's disappointing fourth novel, *Rotten Times*, which, particularly after the praise deservedly lavished upon *The Death of David Debrizzi*, reads more like a juvenile first foray into fiction.

This London-based American author seems confused about what

Cocking a snook at the typecaster

J. W. M. Thompson

OTHER DAYS AROUND ME
By Richard Hough
Hodder and Stoughton, £20

Mountbatten to invite Hough to write his family history, making his own explicit archives available.

"My wish not to be perecast runs close to mania," Hough writes, and his account suggests he has faithfully obeyed that wish. As a wartime fighter pilot he flew first Hurricanes and then Typhoons; on his twenty-first birthday he shot down one (possibly two) enemy aircraft off the east coast. Next he found himself a lowly job in publishing and worked his way to the top of a famous firm, at the same time developing his skills as a writer of boys' stories and a naval historian. In mid-career he abandoned publishing to become a full-time author, travelling extensively and adding biography to his repertoire.

This last category produced his greatest success. His life of Mountbatten, published after the subject's murder but before the official biography appeared, sold some 250,000 copies in hardback within six weeks of publication. The Mountbatten family tried, unsuccessfully, to stop it. Hough does not go into that litigation in any detail. Presumably it was one turn of events he could have done without.

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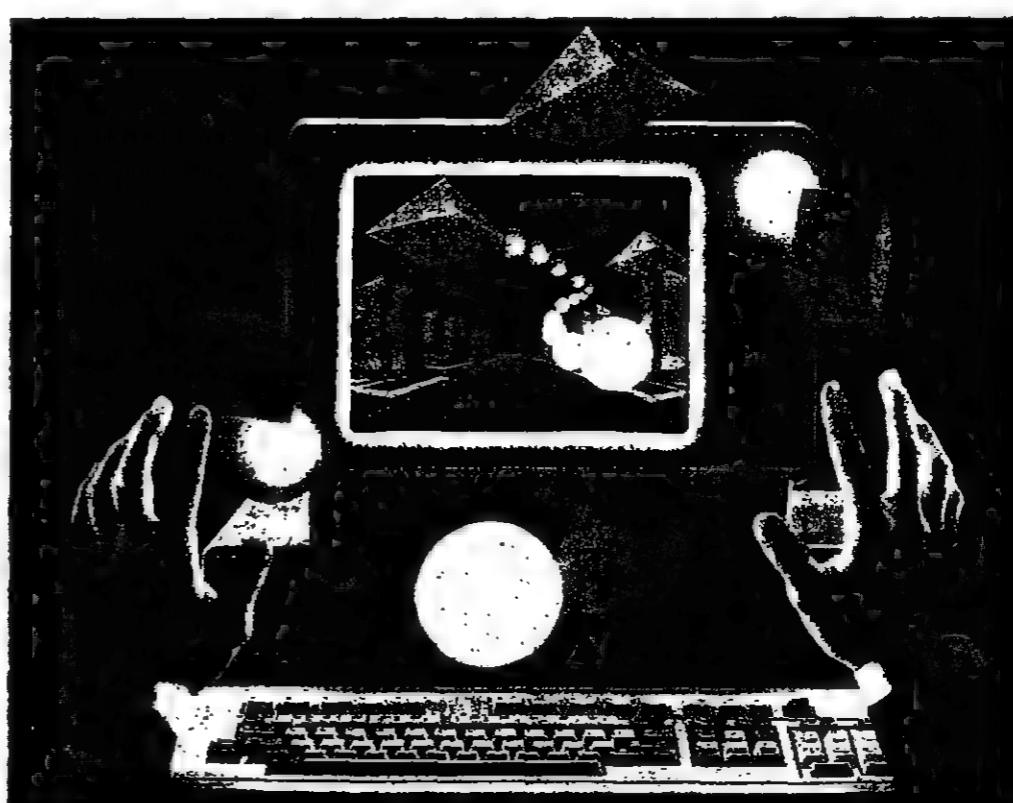
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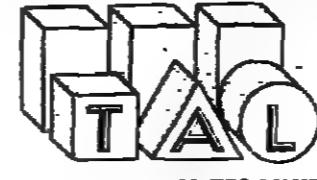
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You would be working at the forefront of business strategy development and implementation for many 'blue-chip' organisations on assignments which are often difficult and intellectually challenging. Here, the risks are high, but so are the rewards. Progress is based solely on ability, and the prospect of advancement to partnership is open to all.

In your mid to late 20's, highly ambitious and a dedicated professional with a good degree, you will have a minimum of 3 years systems design and implementation experience. The financial package will be in the £30-£45,000 range, based upon your work experience to date.

Initially, please write to us, as the company's selection advisers (in confidence) with a comprehensive cv and quoting reference no. 1490:- John

L. Thompson, Thompson Associates Ltd, Compton House, Selsdon Road, South Croydon, Surrey, CR2 6PA. Fax: 081-680 9773.



THOMPSON ASSOCIATES LIMITED

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

Sales Manager

UK And Overseas

**Incineration And Cremation
Plant And Equipment**

West Yorkshire,

£35,000, Car, Benefits

Hoggett BowersBIRMINGHAM, BRISTOL, CAMBRIDGE, CARDIFF, EDINBURGH, LEEDS, LONDON,
MANCHESTER, NEWCASTLE, WINDSOR and representation throughout EUROPE

This leading edge company is engaged in the design, supply and commissioning of high quality incineration and cremation plant to world markets. Your role will be to formulate and execute an ambitious sales and marketing plan, through the effective control and direction of the sales department. Aged early 30's to early 40's, educated to degree level, you will have a proven record in the international sales of high value capital plant. A background in Chemical Process or Combustion Engineering would be relevant. You will be a dynamic and achievement oriented individual with excellent interpersonal skills. You must be able to work effectively in a tightly knit senior management team, as well as making a strategic contribution appropriate to a position of this level.

Male or female candidates should submit in confidence a comprehensive c.v. to: J.A. Thomas, Hoggett Bowers plc, 11 Lisbon Square, LEEDS, LS1 4LY, 0532-448661, Fax: 0532-444401, quoting Ref: A40016/ST.

Managing Director**Electronic Component
Manufacture**

Swindon,

To £50,000, Car, Benefits

Part of a substantial US Group, this well established company designs, manufactures and sells a range of electronic components worldwide.

An experienced managing director with a strong track record in electronics manufacturing is now required to assume responsibility for expanding the core business and directing new product development in a highly competitive environment. Whilst US experience is not vital, the maturity and judgement to deliver to established corporate financial guidelines is important. Candidates must have had P & L responsibility for an operating division of a substantial corporation or medium sized Plc.

The strategic ability to analyse the product and marketing mix and to develop medium and long term plans encompassing both manufacturing and product development is central to the role. Technical awareness of the manufacturing process is important, along with the interpersonal skills to lead, develop and motivate the management team.

This is a challenging appointment for a 'hands on' manager, probably aged over 40 years, with a degree or good technical education.

Male or female candidates should submit in confidence a comprehensive c.v. to: M. Ahlquist, Hoggett Bowers plc, 11/12 Queen Square, BRISTOL, BS1 4NT, 0272-298433, Fax: 0272-279714, quoting Ref: D23002/ST.

Hoggett BowersBIRMINGHAM, BRISTOL, CAMBRIDGE, CARDIFF, EDINBURGH, LEEDS, LONDON,
MANCHESTER, NEWCASTLE, WINDSOR and representation throughout EUROPE**CHIEF
EXECUTIVE
NHS
PENSIONS
AGENCY**

SALARY UP TO £46,000

(INCLUDING PERFORMANCE-
RELATED PAY)**NHS Management Executive**

The Secretary of State for Health has decided that the NHS Pension Scheme will become an Executive Agency later this year. The new Agency is being set up as part of the Government's Next Steps policy for delivering high quality public services more efficiently. Applications are invited for the post of Chief Executive.

You will be appointed by the Secretary of State for Health and play a key role in the preparation of the Agency's management and resource framework. You will be responsible for the day-to-day management of the NHS Pension Scheme, one of the largest in existence, which has a current membership of around 850,000. It is located in Fleetwood, Lancashire, and has some 630 staff with an annual budget of about £13m. The fund is a national one.

You will be personally accountable for the Agency's performance against public and challenging targets and you will also be expected to contribute to NHS pension policy evaluation and development. Agency status will involve the management of complex organisational change at a time when major new computer systems are being implemented.

The successful applicant will

have a track record gained in either the private or public sector which demonstrates high level skills in staff management, financial control and the implementation of change. Experience of occupational pensions legislation and administration would be an advantage. It may be possible to offer a higher salary for an outstanding candidate with particular skills and experience.

The appointment will be made as soon as possible and will initially be for a fixed term of up to 5 years. There may be the possibility of an extension. There are good pension arrangements and possible assistance with relocation expenses.

For further information and an application form (to be returned by 19th June 1992) write to Recruitment & Assessment Services, Alencon Link, Basingstoke, Hants RG21 1JB or telephone Basingstoke (0256) 468551. Please quote ref: B/93/1626.

The Department of Health is an equal opportunity employer. Applications are welcome from all sections of the community regardless of sex, religion, ethnic background or disability.

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Account Management & Development**Account Executive**

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Responsible for a designated group of customers with annual sales of £40,000 to £200,000. Additionally, you will follow up qualified sales leads within your area introducing the full range of Royal Mail products.

The need in both positions is for professionals with excellent interpersonal skills and the ability to build strong business relationships. A good track record in Sales/Marketing/Customer Service will be essential and you should be capable of negotiating at all levels, up to and including Board level.

In addition to competitive salaries, there are comprehensive benefits in a dynamic, highly profitable and increasingly progressive organisation.

If you can deliver as much in account development as we do in our business, telephone our consultants on 071-436 7671, or write quoting reference 5490 to Phil Evans at Stafford Long & Partners Recruitment Limited, 12-14 Whitfield Street, London W1P 5RD.

Royal Mail is an equal opportunities employer.

**DIRECTORS SEEKING A NEW ROLE?**

InterExec is the largest and most professional outplacement and career management consultancy, providing cost-effective services to employers and to individuals seeking career progression. **InterExec** alone has available the unique service to source unadvertised vacancies and promote clients free of charge through **InterExec**. These vacancies currently running at 6,700 per annum means 40% more job offers.

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ENTEREXEC PLC - means much more

With our progressive outlook and newly restructured Authority, we're addressing the challenge of change at Norfolk, and with your imagination, innovation and expertise we can devise the strategies that will enable us to deliver.

In this newly created post, reporting directly to the Chief Executive, your role will be to design and implement a framework of policies, procedures and practices which will enable us to optimise our extensive investment in information technology, products and services and provide a blueprint for future investments and applications.

A strategic thinker, with excellent project management and interpersonal skills, you will lead our Information Strategy Unit defining the information needs of both corporate and departmental business activities, and directing the acquisition of the right services and products to meet them successfully. In addition, you will act as the principal professional advisor to the Council, our committees, members and officers, advising upon key issues of IS and IT activity within this £550m organisation.

You must have significant strategic planning and management skills, political acumen and experience of working in or with large public sector organisations would be an advantage. A knowledge of OSI and a proven record in change management are also essential.

DIRECTOR OF INFORMATION STRATEGY

Up to £41,000 (plus pp up to 5%)

If you feel you can play a key role in the future development of our organisation, then please contact the Central Personnel Unit, Norfolk County Council, County Hall, Martineau Lane, Norwich, NR1 2DH or telephone Norwich (0603) 222145 for further details.

Closing date 12 June 1992.



Committed to Equal Opportunities

**Wrong job
-Redundant?**

Neither means being out of the running

We are a team of career professionals who care about your future, whether you are employed or not. Finding the right job is all about confidence, aptitude and contacts. Our expertise is comprehensive and individually tailored to meet your needs, goals and the right position - usually within the unadvertised market.



Call Wilson McKenzie to arrange an initial meeting. Sunday 0171-477221 or Office hours 071-420 0460 Manchester 0161-204 2169 or Liverpool 0151-228 8500

McKenzie Waterman & Co.

Research Manager**Bass Brewers****New Technical Centre****Burton-on-Trent**

Bass Brewers is the largest brewer in the UK and a major division within the £4 billion Bass plc. It is aggressively developing production, marketing and distribution of a range of ales and lagers, including the UK's two highest volume beer brands Carling Black Label and Tennent's Lager.

In 1993 a new Technical Centre will open, bringing together research, technical development, engineering and trade technical services in a showpiece facility, demonstrating Bass's commitment to this key central resource.

Promotion has created this opportunity for an ambitious, young research manager.

In your 30's, with a PhD in a physical or biological science, you must have a minimum of 6 years' research

experience in brewing or relevant food/drink areas. You will have a successful track record of R&D project and team management, achieved through an innovative and open approach. The theme of this position is clearly about customer oriented research, involving major marketplace initiatives in both products and processes. Prospects are excellent.

Salary is very attractive, plus bonus, profit share and share option schemes. A fully expensed 2 litre car is provided, with other benefits including comprehensive relocation assistance.

Please send full career details to: Ivor Harland, Director, Simpson Crowden Consultants Limited, 97/99 Park Street, London W1Y 3HA. Telephone: 071-629 5909. Fax: 071-408 0608.

**Simpson Crowden
CONSULTANTS****MANAGING DIRECTOR****Flexible Location**

to £50,000 + bonus, options

Integration and development of acquisitions across the Group.

Probably aged early 30's to late 40's, you will have proven experience of total profit responsibility for an autonomous business which operates in fast moving, ideally diverse, market sectors and which has undergone significant change and/or growth. A strong leader, you will be able to combine a strategic overview with the ability to translate this into action and will have well developed financial, manufacturing and marketing skills.

Please send a comprehensive curriculum vitae, including current remuneration and daytime telephone number to: Chris Rose, Touche Ross Executive Selection, at the address below, quoting reference CRR 116.

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Call Wilson McKenzie to arrange an initial meeting. Sunday 0171-477221 or Office hours 071-420 0460 Manchester 0161-204 2169 or Liverpool 0151-228 8500

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Using date for application
Mid June 1992

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071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

Fuji Seal Europe Ltd.**European Sales And Marketing Manager**

(With Board Potential)

Highly Attractive Basic Salary Plus Bonus

Fuji Seal is the world's leading provider of shrink sleeve packaging and sleeve application machinery to the cosmetic, toiletry, food and beverage markets. The company's dominant market position and success is based upon innovative marketing coupled with extensive investment in new technology. The European Headquarters is based in Kent.

Reporting to the Managing Director, the European Sales and Marketing Manager will be part of a small management team and will be expected to play a major role in the overall management and development of the company. This person will be responsible for the existing highly motivated sales team, will play a central role in the identification and pursuit of new opportunities and will develop the requisite European marketing plans to achieve ambitious sales targets. It is anticipated that the successful candidate will be appointed a Director following achievement of initial objectives.

Aged 35 to 45 and of graduate calibre, candidates will have a proven record of success in European sales and marketing management. Experience will have been gained in an international, technically based, industrial products company selling into the cosmetic, toiletry, food and beverage markets. The successful candidate will be used to operating in a highly competitive environment, experienced in working with agents and distributors and fluent in at least one additional European language, preferably French.

If you are interested by this challenge, please send a full CV to: I. Porter, Hoggett Bowers Advertising, Abbott House, 1/2 Hanover Street, LONDON, W1R 9WB. Tel: 071-495 4595, Fax: 071-495 1037.

Hoggett Bowers
ADVERTISING**emap.** plc**CORPORATE PLANNER**

The fastest growing media company of the Eighties needs a second Corporate Planner to help it achieve its ambitions for its next period of growth. From magazine publishing and newspapers to exhibitions and radio, Emmap is a company which thrives on ideas and creativity.

At Emmap Corporate Planning works closely with the Board and Divisional Chief Executives; developing strategies for growth and identifying and evaluating opportunities, negotiating the deals and occasionally even stepping in to run the new businesses. Most of our Corporate Planners have gone on to do well within Emmap — they include the Group Managing Director, David Archus.

We're looking for a creative, innovative graduate or MBA — late twenties or early thirties — with excellent analytical and communication skills, who can be a catalyst for growth. You will also have management experience in publishing or the media.

Salary and conditions will be competitive, and you would be part of a team reporting to the Group MD. Emmap's businesses are largely split between Peterborough and London, but you would be based in Peterborough.

We think it's a great opportunity. If you think you could meet the challenge, please write and tell us why, including a brief CV with current salary and references.

Carolyn Morgan
Corporate Planner
Emmap plc
1 Lincoln Court
Lincoln Road
Peterborough
PE1 2RF

Closing date for applications:
15th June 1992

ATCOs

Airwork Limited is seeking qualified Air Traffic Controllers to work at MOD establishments in the South of England.

Candidates should hold current ratings in at least three of the following: ADC, APP, APR and Area R(A). A PAR rating would be advantageous.

The remuneration package is competitive and includes contributory pension and loss of licence or permanent health insurance. Additionally, we can offer you a pleasant working environment with a minimum of unsocial hours.

Please apply in writing, quoting ref 040, to the Recruitment Manager, Airwork Limited, FREEPOST, Christchurch, Dorset BH23 6EB or telephone (0202) 572271 ext 2214 for an application form.

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ASSOCIATED PARTNERS IN FINANCE LTD. An independent investment consultancy seeks professionals to join their expanding operations abroad.

We offer the most effective training and the highest remuneration, along with substantial independence and job satisfaction.

Your income and advancement will be commensurate with your success.

Applicants should be aged 30-50, highly motivated, have professional qualifications or experience in a financially related field.

Please send cv's to:

Miss Annette Carmela
ASSOCIATED PARTNERS IN FINANCE LIMITED
72 Chester Square, London, SW1.

**Chairman**

The President of The Board of Trade seeks a successor to Sir Sydney Lipworth whose term of office is nearing completion.

- **THE COMMISSION** undertakes enquiries referred under statute and makes recommendations. These are of critical importance and often politically sensitive.
- **THE NEED** is for intellect, probity and personal stature of the highest order together with an outstanding record in industry, commerce or the professions.

Written applications and nominations in complete confidence, in respect of men or women, are invited by Nigel Humphreys, Managing Director, acting for the President of The Board of Trade, at—

ACCORD GROUP
TYZACK

10 Hallam Street, London WIN 6DJ (Fax: 071 631 5317)

General Managers
Lothian Health Board

c.£55,000 + Excellent Package

Edinburgh Area

An outstanding opportunity to lead and drive forward one of the major operating divisions of this leading Health Board. The Board operates in a complex, multi-site, customer-led environment against a backdrop of high quality service delivery. Restructuring of the main operating divisions has introduced change as a critical management concern and the role of General Manager is seen as key to the successful introduction of cultural and organisational change leading to the consideration of self-governing status.

THE POSITION

- ◆ Fully responsible for operational planning and performance of critically important operating division. Report to Group Operations Director.
- ◆ Broad and stimulating remit to build and manage a senior multi-functional team, closely involved with business policy and strategic development.
- ◆ Maximise available resources, improving logistics systems and tightening procedural practice where necessary.

QUALIFICATIONS

- ◆ Graduate, ideally with Master's degree. Strong business and financial planning skills. Incisive and analytical intellect. Strong persuasive and negotiating skills.
- ◆ Demonstrably successful career at senior level in complex, customer and operations led service sector environment.
- ◆ Creative and resourceful. Able to plan and implement, often under pressure to deliver. First hand experience of systems and cultural change.

Please write, enclosing full cv, Ref GL2279ST

78 St Vincent Street, Glasgow, G2 5UB



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The ongoing reorganisation of the company and its senior management team has created this new position. Required is an ambitious, results orientated person whose principal objective will be to make a significant contribution to manufacturing policy leading to the establishment of a world class capability.

Duties will involve the development of their manufacturing operation and will cover relayout and refurbishment of facilities, implementation of state of the art systems and introduction of new methods of working.

Aged 30+, you will be an experienced manufacturing manager with a track record within aerospace. A Chartered Engineer holding a management qualification with previous CAA recognition would be ideal.

Committed to total quality manufacturing, you should be computer literate with a practical commercial outlook and an ability to manage and motivate multifunctional teams.

Other benefits include BUPA and pension with relocation assistance available to this particularly attractive area in North Yorkshire.

Contact Martin Kearney on 061-834 8984 (office) or 0532 326398 (7.00-9.00pm) or write quoting ref W211 to Austin Knight Recruitment, 98 King Street, Manchester M2 4WD.

Austin Knight supports equality of opportunity in employment.

**MANUFACTURING
DIRECTOR
AEROSPACE**

c.£32,000 + Car + benefits
North Yorkshire

relocation assistance available to this particularly attractive area in North Yorkshire.

Contact Martin Kearney on 061-834 8984 (office) or 0532 326398 (7.00-9.00pm) or write quoting ref W211 to Austin Knight Recruitment, 98 King Street, Manchester M2 4WD.

**Austin
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Marketing/Business Development Director

Salary negotiable

Oxfordshire

This is an excellent career opportunity for a marketing strategist with a track record of successful implementation in any of a range of industry sectors.

Our client is one of the largest suppliers of consultancy services and contract R & D to the agriculture, environment and food related industries and to central government departments. The organisation has a reputation for quality and expertise delivered through its highly qualified, scientific staff.

They now seek to appoint an experienced Marketing Director to identify and exploit new business opportunities and maximise future growth.

THE POSITION

- reports to the Chief Executive
- responsible for short and long term marketing strategy
- requires close involvement with regional management
- contributes to overall business planning

THE REQUIREMENTS

- Graduate calibre
- Communications skills and the ability to manage change in a multi-site service organisation
- Experience of developing and implementing the kind of marketing strategy that revises the product range and repositions the business
- Hands-on sales experience is desirable but not essential. Experience in food, environmental services, agriculture, pharmaceuticals or a technology-based industry is also desirable.

The appointment will be for a five year term with the possibility of extension.

Please send your CV including current salary details to Ms Jane Pollard, K/F Associates, Pepys House, 12 Buckingham Street, London WC2N 6DF.

The closing date for receipt of applications is Monday 15th June 1992.

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Chief Executive

Cardiff

Salary to £100,000 plus Substantial Bonus Opportunity

This is an exciting opportunity to head up a consumer services company which is poised for significant growth. A wholly-owned subsidiary of a major PLC, it operates nationwide through 200 high street outlets and employs over 1,200 people. Substantial investment is under way, aimed particularly at systems and customer service.

Your prime responsibility will be for the strategic direction and day-to-day management of the company. Reporting to the Divisional Chief Executive, you will be expected to achieve profit targets through applying rigorous management disciplines, particularly cost control, and a major challenge will be to diversify the range of products sold and extend the range of distribution alternatives, possibly through franchising as well as expanding the number of retail outlets.

In your late 30s, or 40s, you must have a proven track record in general management or operations in a multi-site business. Good leadership skills, strong bottom line orientation and the ability to work in a changing environment are essential.

Please write enclosing a full CV, quoting Ref. 560, to Mark Woodhouse, Whitehead Selection Ltd, 43 Welbeck Street, London W1M 7HE.

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**SALES DIRECTOR
IN THE FINANCIAL SECTOR**

Salary: c.£40,000 plus substantial performance related bonus scheme
and excellent benefits.

This progressive and innovative insurance and banking organisation requires a Sales Director to manage its highly profitable Life and General Insurance portfolio.

The company will expect you to improve sales and profit performance in a culture that requires strategic ability and determination of each individual to make a major contribution at corporate level.

The role will involve the development of new and existing Insurance business through a national High Street branch network and the creation of new channels of distribution.

Self motivation, and a strong, influential man management style are key attributes for any successful applicant. You will be entrepreneurial, highly demanding of yourself and your colleagues.

FOCUS MANAGEMENT CONSULTANTS LIMITED

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Marketing Manager

Systems Integration Civil Government

Thames Valley

Salary c.£47K + bonus + company car

As an experienced specialist marketing manager, you will appreciate the substantial opportunities for large scale systems integration companies who can meet the diverse needs of central government departments, in the civil sector.

Our client has the extensive experience, resources, financial stability, vendor independence and technical expertise which have already won significant customers. Their resolve is to increase their penetration to become the leading company in the market.

This new role will take responsibility for all marketing activities within civil government, from developing the strategic marketing and business plan, to providing tactical marketing input to the sales force, technical personnel and working with senior executives within customers.

We are seeking a marketing manager who combines a considerable knowledge of the needs of civil government, extensive understanding of the principles and practice of

marketing, with a clear vision and practical knowledge of systems integration.

Candidates will be working in a systems integrator, computer vendor or software house in a relevant marketing role. The ability to develop and implement marketing plans, excellent communication skills and the ability to work effectively with sales and technical personnel are essential.

The company offers significant rewards in compensation and personal development for high achieving individuals.

For a confidential discussion, please call Nicola Ogilvie today, Sunday on 081-673 3416 between 4pm-8pm. Alternatively you can call her during working hours on 071-222 7766 or write enclosing your curriculum vitae to Ogilvie & Associates Ltd, Buckingham Court, 78 Buckingham Gate, London, SW1E 6PE. Fax number 071-233 0603 quoting reference number NO1117.

OGILVIE

MANAGING DIRECTOR

The European Sales & Service Group of a large U.S. Computer Peripherals Manufacturer requires a Managing Director

This senior post involves board level duties in addition to responsibility for the sale of the company's products in Europe, Africa and the Middle East and for the supervision of all sales, service and administrative personnel.

The person appointed will possess advanced business and/or technical degrees and will have at least ten years' experience in Senior Management in the PC Industry and possibly 5 years' experience with Pan-European Distribution Networks, Technical Support Groups, and an International Salesforce.

The importance of this post will be reflected in the salary benefits package.

Please send C.V. Box No 8822

Sales & Marketing Director

Capital goods-UK & Export London up to £40K + P.R.P.

The Sales and Marketing Director is a key board member of this subsidiary of a major group and is currently responsible for sales of £60m, mainly to export. The company produces a range of advanced, specialised computer-controlled equipment for the food and agriculture industries and is the world leader in its market niche. The equipment is sold through a network of agents and is now installed in nearly 100 countries. Continuing R & D is an important component in company success and the company occupies new, purpose-built premises near Docklands.

The Director is responsible for marketing, sales, service and export contracts and administration, through an experienced team in London and the Continent.

The requirement is for sales and marketing management experience with capital goods in export markets. A strong European language ability is also necessary. This demanding role calls for an able professional to contribute significantly to profitable growth and market share. Salary is for negotiation and there is a comprehensive range of benefits.

Please reply in confidence with full CV and salary to Don Gardiner as adviser to the company.

gmi GARDINER MORGAN INTERNATIONAL

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Divisional Head – Buying & Merchandising

Midlands based
c £55,000 + package

This is a senior managerial role which calls for Buying and Merchandising skills across several fashion product groups. It carries responsibility for large volumes of product sold through the outlets of a major UK retailer.

This position has been created in order to strengthen an existing high calibre team, bringing in the new skills of direct sourcing policy and practice. Sophisticated Merchandising systems are in place, but the position holder will be tasked with improving their implementation.

Candidates are likely to be in their mid 30's, have a demonstrable record of successful innovation in the Buying and Merchandising function and have extensive experience of direct sourcing worldwide. Good interpersonal and man management skills are also essential, as is the desire to be a major driver in the management of change.

Please write enclosing full CV, quoting Ref 557, to Kate Donaghy, Whitehead Selection Ltd, 43 Welbeck Street, London W1M 7HE.

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Engineer

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Excellent Package

Sales & Marketing Manager

Videoconferencing Systems

A rare opportunity to head a European start-up business

Our client is one of the world's foremost developers and manufacturers of innovative electronic products, including computer and communications systems. Already well established in the field of video technology and telecommunications the company is now preparing to enter the European video-conferencing market with an outstanding range of systems.

To enable a successful market entry, we now seek a talented and committed individual to head up the business.

Initially, the role will be to construct a three year business plan, defining market entry objectives and to include product positioning, channel strategy and the operational support requirement. In parallel with this planning activity, the Sales and Marketing Manager will also conduct sales negotiations with major corporates and network integrators. The goal

will be to build the business in line with the three year plan, establishing the organisation necessary to deliver the results.

To succeed in this challenging appointment you will need to be an outstanding achiever, ideally in the field of videoconferencing or data/telecommunications. In particular you will have the following attributes:

- a blend of sales and marketing success
- a strong record of achievement gained within a major vendor or network integrator
- an engineering background together with current technical appreciation of CCITT standards
- the ability to build a European business unit within a major corporation.

Please send or fax your CV to Goodman Graham & Associates, advising consultants, at the address below, quoting reference 3701.

**GOODMAN GRAHAM
AND ASSOCIATES**

8 Beaumont Gate, Shenley Hill, Radlett, Herts WD7 7AR.

Telephone: 0923 855515. Fax: 0923 854791

Financial Management Consultant

Financial Services

Edinburgh

To £45,000

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The main thrust of this role is to ensure that we maximise our potential in the important insurance sector. Key tasks will be to develop business and to manage major assignments with both new and established clients, in activities such as financial systems, financial reporting and business process improvement. While initially emphasis is on further building up the Scottish team, there will be opportunities for travel throughout the UK and overseas.

The prime requirement is for a proven record of success in financial management consultancy based on a sound knowledge of the insurance or banking sector and backed by excellent selling and management skills. Candidates are likely to be mid 30's with an accountancy qualification or MBA.

The successful candidate will be rewarded with an attractive remuneration package and first class opportunities for an exciting range of new work, providing personal development and excellent prospects for rapid career progression.

Please write enclosing full CV to Jenny Chandler, Human Resources Manager, Ernst & Young, Management Consultants, 1 Lambeth Palace Road, London SE1 7EU quoting reference no. RS41.

ERNST & YOUNG

Marketing Consultant

Service Sector • to £35,000 • Midlands

This challenging new opportunity for a senior level marketing professional has been created to enable this multi-disciplinary service organisation to take advantage of significant business opportunity.

Reporting to the Director and working closely with a range of Business Units, you'll lay the foundations for effective marketing, setting out the way forward with a clear marketing plan and co-ordinating each Unit's promotional activities. A constant source of support and advice, you'll commission research, build up a database of information and keep abreast of all relevant developments.

From the outset you'll be establishing the benefits of marketing which is new to the organisation, and although you'll initially focus on one particular market your influence will later extend to other areas.

Townsend Knight
Selection • Search • Assessment • Development

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Food & Ne

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جذب انتباه

General Manager Engineering Contracting

To grow this successful process and energy projects business

NORTH WEST : Over £50,000 + car

This is a rare and demanding Board appointment. An opportunity to join an expanding, prestige, design and build engineering contractor with a Divisional turnover of £75m within a major UK company. The Process and Energy Group is a profitable £20m high potential business, currently winning further market share of major projects in the fine chemicals and food sectors, and energy projects including industrial CHP plant.

Reporting to the Divisional Managing Director, we seek a high calibre entrepreneurial General Manager with the vision to lead and direct this multi-function business to achieve rapid growth towards £100m turnover.

Personally and through your team, you will identify and win major projects and manage all activity through to on-site completion and

commissioning via achievement of consistently higher standards of customer satisfaction and project quality with maximum profit.

Aged 35-45, with a good engineering degree, you will have appropriate senior management experience in engineering contracting or with a capital plant supplier. Inherently business and commercially astute, your enthusiasm and determination will be supported by team leadership and motivational skills. Career prospects to further extend your broad business experience are excellent.

Base salary is negotiable c£45,000 plus significant bonus, executive car and benefits including relocation if appropriate.

Please write with full career and salary details - in confidence - to David Mather, reference 3403S, MSL Group Limited, Sovereign House, 12-18 Queen Street, Manchester M2 5HS.

MSL International
CONSULTANTS IN SEARCH AND SELECTION

Marketing Director

S. HOME COUNTIES : to £70,000 + bonus + Executive Car

Our client, one of the UK's leading service companies in its sector, has a history of rapid profitable growth through acquisition and organic development.

To develop its strategy for the future, the company is undertaking a far-reaching review of its activities and has formed high level project teams for this purpose. A top quality marketing strategist is now needed, initially to head the marketing project team.

The role will involve carrying out an in-depth analysis of the marketing mix and sales operation, and recommending an overall strategy for the business. On completion, you will take on the post of Marketing Director, and establish a professional marketing department.

As a highly influential member of the UK Board, you will play a vital part in the company's future success. It is essential therefore that you

possess strong intellectual ability and well-developed analytical skills, supported by at least five years in a senior marketing position, within a respected, service-oriented organisation, or in a strategic management consultancy.

Probably in your thirties and ideally MBA qualified, you will have a sound practical knowledge of strategic and tactical marketing. Results oriented, you must have the ability to establish clear goals and drive through implementation in a consensus-based operation.

The excellent benefits package includes performance-related bonus, fully expensed executive car and non-contributory pension and reflects the importance of the position to the company.

Please write - in confidence - with full details to Ann Rodriguez, ref 41089, MSL Group Limited, 32 Aybrook Street, London W1M 3JL.

MSL International
CONSULTANTS IN SEARCH AND SELECTION

Public Affairs

New corporate role in major PLC

LONDON : up to £40,000 + car & other benefits

This new appointment will play an important part in the further development and positioning of a substantial UK company. In working closely with the head of public affairs, the appointed candidate will assist directors and senior management across a wide range of policy issues.

Responsibilities will range from analysis of UK government and European Community policy, through to ensuring the right external presentation of the company to government, parliament and EC institutions.

Applicants aged around mid-twenties to mid-thirties with a good degree, preferably in economics, finance or another relevant discipline, should have proven major PLC experience in the analysis of public policy issues and associated networking and lobbying activity.

Alternatively, more mature candidates could be considered. First-class analytical and communications skills must be backed by presence and a thoroughly proactive self-starter approach to gain the necessary credibility of top-level contacts inside and outside the business.

Salary will probably be in the range £35,000 to £40,000, but a higher salary could be offered to an exceptional candidate. Benefits will include company car, good pension scheme, health cover and generous relocation assistance, if appropriate.

Please write with full CV - in confidence - to Andrew Russell ref: 10044, MSL Group Limited, Quadrant Court, 50 Calthorpe Road, Edgbaston, Birmingham B15 1TH.

MSL International
CONSULTANTS IN SEARCH AND SELECTION

European Buyer

Food & Non Food Commodities

EAST MIDLANDS : c.£35,000 + Bonus + Car

Our client, part of a large and highly successful group, is a major force in the UK foods sector. It participates within a major European co-operative buying organisation, which is based in Brussels and has members throughout the EC.

A European Buyer is now required who will be accountable to our client's Director of Buying, but who will also have an additional reporting line to the MD of the co-operative. Responsibilities will involve sourcing and acquiring food and non-food commodities for the co-operative, and selling the client's own products to the co-operative's other members. The post is based in the East Midlands and will involve extensive European travel.

This appointment calls for at least seven years in a buying role, including two years as head of the buying function within a small or medium-sized company, or an equivalent position within a

large group. A background in retailing or food manufacturing would be advantageous and, ideally, you will have experience of sourcing foods, non-foods, beers, wines and spirits.

An economics or business studies degree would be useful, but of prime importance are personal presence and good negotiating skills, including the ability to negotiate fluently in German and/or one other major European language.

In return for your energy and drive, you will enjoy a salary negotiable around £35,000, together with an executive car and bonus. Long term career prospects are excellent, and could be in the UK or Europe.

Please write - in confidence - with full career details to Lionel Koppen, ref: 26052, MSL Group Limited, 32 Aybrook Street, London W1M 3JL.

MSL International
CONSULTANTS IN SEARCH AND SELECTION

General Manager

Primary Health Care Services

Lothian Health Board

Edinburgh

c.£40,000 + Excellent Package

This strategically placed division of Scotland's second largest Health Board is poised for considerable development during a period of planned change. The post of General Manager will be key to the successful implementation of Board plans.

THE POSITION

- ◆ High profile, pivotal role, reporting to Director of Planning & Development.
- ◆ Key remit to source and develop high quality service initiatives through close consultation with other divisions of the Board and by contract supply with other agencies.
- ◆ Control significant budget. Maintain highest quality of service with due regard to changing nature of customer demand.
- ◆ Exposure to contract administration at strategic level, improving management controls and reporting systems where necessary.

Please write, enclosing full cv, Ref GL2280ST
78 St Vincent Street,
Glasgow, G2 5UB



NBS SELECTION LTD - a Norman Broadbent International associated company
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ACTUARIAL, ACCOUNTING & FINANCIAL ADVISERS

At Gissings, we've been putting the customer first for more than 20 years. And it's worked. We've consistently achieved above-average growth through a policy founded on care, commitment and professionalism.

This dedication, which has been the hallmark of our business philosophy, has led us to become a leading and respected provider of quality services in the increasingly complex field of employee benefits.

They will be highly motivated with excellent communication skills and a real commitment to sustained success (short-term gains for their own sake are not part of our culture). They will also be professionally well-connected and respected.

Because of the importance of these appointments and our desire to attract only the best, we are offering a substantial package of remuneration, including a salary of £30,000 plus bonus, car and

FOR PACESETTERS ONLY

New Corporate Business Consultants

c. £50,000 + bonus,
car and benefits

"Our reputation has been won out of a commitment to provide each and every one of our clients with an individual service."

We believe in outspelling the competition which is why our long-term development plan now demands the appointment of two high-calibre individuals to help expand the corporate side of the business even more effectively.

This is an exceptional opportunity and one that will only appeal to those who thrive in an atmosphere of competition, performance and achievement. The people we need will believe in results through sheer hard work coupled with an unwavering adherence to company standards and business ethics.

Their expertise and sound technical skills will be matched by a thoroughly professional approach to the planning and acquisition of new quality group business. They will have the drive to meet challenging targets and the determination to see plans through to fruition.

ranges of valuable benefits. We are, however, prepared to be flexible.

The right individuals will have truly outstanding track records and prove expertise in the acquisition of corporate employee benefits business - pensions, healthcare, PFI and life insurance.

If you think you can meet our demanding requirements, are attracted to an environment that genuinely recognises real achievement and can set the pace we want, please contact in strict confidence our Personnel Director, Jess Sparrow.

Gissings Ltd, Phoenix House
25 Phoenix Circus, London EC1M 7AL
Tel: 071 - 625 9899

PDMS SPECIALIST

(VERSION 10.2.1)

For leading Spanish engineering firm's Madrid head office

Candidates should have experience in:

- Engineering projects for power plants
- PDMS package version 10.2.1 on Silicon Graphics, OS TRIK.
- Catalogues, codes and specifications on PDMS (INTERCATS, SPECON, PROPCON, DETAIL), and ISOPINE.
- Preparing Macros, DATA, DDL, routine DARs in Fortran 77, PML language, BATCH processes, etc.
- Administration (MONITOR, ADMINISTRATION, DICE, RECONFIGURER, LEXICON and DATACON), creating TEAMS and associating USERS, DBs and MDBs.

- Interface with other packages:
STRESS P, SAINT, IGES, DXF.

- Designing metal, concrete and support structures; equipments and connections; tubes and automatic routing: cable trays and HVAC, CLASHER, REPORT, ISODRAFT, DRAFT and its AUTOCAD connection, DRAWCON, SCHEMA, INTERSCHEMA, DESCON and INTERCOM.

The ideal candidate would be about 35, with a dynamic personality, a good level of Spanish, and good organisational, communication and leadership skills.

For the right person an attractive salary package will be negotiated.

If you feel you 'fit the bill', please send your cv, in Spanish or English, which will be forwarded to our client. Please list in a covering letter any companies to which it should not be sent. Write to Ref: 4440, PA Consulting Group, Paseo de la Castellana, 135 - 28046 Madrid, Spain.

PA Consulting Group

Creating Business Advantage

Executive Recruitment • Human Resource Consultancy • Advertising and Communications

MANAGING DIRECTOR DESIGNATE

£33,000 + car + benefits

Our client, a major construction plc group currently seeks a successor to the Managing Director of one of its turnkey contracting companies. Based in an attractive area of central England, the organisation is successful, profitable and expanding with a balanced portfolio of technologies, and is held in high regard in the industry it serves.

The current Managing Director is due to retire in 18 months and the company wishes to make the appointment initially as Deputy MD, to ensure a smooth handover.

Probably aged 35 - 50, you should be a chartered mechanical engineer with considerable experience in the contracting industry. A sound grasp of the commercial aspects of contracting is vital.

Please send a full cv, indicating salary progression, which will be forwarded to our client unopened. Address to the Security Manager if listing companies to which it should not be sent. Ref: H7029/ST, PA Consulting Group, Advertising and Communications, 123 Buckingham Palace Road, London SW1W 9SR.

PA Consulting Group

Creating Business Advantage

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IT MARKET RESEARCH - SALES & ANALYSIS

Compensation £35 - 50k

INPUT, a leading worldwide IT market research company, seeks dynamic professionals to sell and produce subscription and consulting service. Several positions should rapidly lead to management.

SALES PROFESSIONALS
Must be able to sell at senior levels in IT companies and have successfully sold similar services.

MARKET RESEARCH PROFESSIONALS - INFORMATION/CUSTOMER SERVICES
Must be able to analyse and forecast IT markets, write superior reports and make excellent presentations.

All positions require outstanding academic and IT business background as well as fluency in a major European language besides English. Candidates should be in the growth stages of their careers and have high energy levels and enthusiasm.

To apply, please send your resume to Peter Lines, Managing Director.

INPUT

Piccadilly House, 33/37 Regent Street
London, SW1Y 4NF

Market Intelligence and Strategic Planning Services

071-481 4481

EXECUTIVE OPPORTUNITIES

LIFE & TIMES THURSDAY JUNE 4 1992

FAX 071-782 7826

How many personal bests can you achieve?

From £37,000
+ benefits



Achieving high standards yourself is one thing. Inspiring others to achieve top results is quite another – and a much rarer skill. Yet for people who can demonstrate this ability, Pedigree Petfoods – one of Europe's leading FMCG businesses – can offer the prospect of management development towards the highest levels of the international Mars organisation.

We are looking for very high-calibre graduates, currently some 3-7 years into a blue-chip career, with the potential to become the business managers of tomorrow. You should already have had some experience of managing people, together with previous exposure to management development; you should also have an international outlook, as we already operate on a fully European basis.

Your initial challenge at Pedigree Petfoods will be a front-line production management role within the food industry's most advanced continuous manufacturing environment. With an emphasis on the management of change, you will coach, counsel and develop members of your team to achieve optimum performance – so whilst you won't necessarily need

to be a technical specialist, you will need to be an inspired motivator who can really lead from the front. And don't assume that manufacturing is exclusively a male preserve: we're very keen to hear from women as well as men (though all appointments will, of course, be made strictly on merit).

We will only appoint high-achieving people who demonstrate real potential for the future. At Pedigree Petfoods, we concentrate on developing effective all-round managers, rather than narrow specialists, so your personal growth would almost certainly involve moves into other business disciplines.

Salary is backed by the comprehensive non-contributory benefits you would expect of one of Britain's most progressive employers, and will include assistance with relocation to an attractive area of the East Midlands if appropriate.

If you would like to receive further details and an application form, please contact Pat Stevens on 0664 415504 between 10am and 4pm, Monday to Friday. Completed application forms must reach us by Monday 22nd June 1992. We are an equal-opportunity employer.

Pedigree Petfoods

BANK OF VALLETTA GROUP

CAREER OPPORTUNITY
FOR MALTESE NATIONALS

Head of Information Technology

The Organisation and the IT Function

The Bank of Valletta Group has been a leader in introducing new banking services in Malta over the last few years. This has resulted in substantial growth; the bank now operates from about 50 branches and agencies, providing a wide range of banking services to the business community as well as to private individuals.

The imaginative and resourceful use of information technology represents one of the cornerstones of the Bank's success. It is not limited only to carrying out data processing operations more efficiently but is also seen as a means of meeting customer's needs promptly and cost effectively. This philosophy has led to IT initiatives such as ATMs, on-line processing and a home banking service.

At Bank of Valletta, IT is seen as an invaluable part of strategic management.

The Position

It follows that the Head of the Information Technology function within the Bank forms part of the senior management team.

Besides advising senior management on the development and implementation of an information technology plan the head of IT is responsible for all computer operations within the existing mainframe environment including responsibility for capacity planning, maintaining relationships with external hardware and software suppliers, staff recruitment, setting up appropriate staff training programmes, and responsibility for all ongoing IT projects.

All these tasks are carried out within the framework of the departmental budget.

Attributes of the Successful Candidate

The successful candidate will be a University Graduate or a holder of a relevant professional qualification. Aged thirty-five or over he/she would have had extensive experience in a mainframe corporate environment either in Malta or overseas.

Candidates, who have to be Maltese Nationals, should have a proven track record in controlling a budget, project management, and meeting deadlines. A banking background would be an advantage though it is not essential. The successful candidate would possess communication skills and be able to motivate IT personnel.

Remuneration Package

This senior management post will carry a very attractive salary and other financial benefits which take into account the exacting responsibilities of the position and the particular experience of the selected candidate. Relocation expenses will be reimbursed where applicable.

Applications should include a full C.V., and a passport size photo, and have to be received by not later than 30th June 1992 and should be addressed to:

The General Manager (Administration),
Bank of Valletta Ltd., 58, Zachary Street, Valletta, Malta.

GENERAL MANAGER (SALES)

Premium Interior Building Products
Up to £40,000 package + quality car • Midlands Based

Our client is a leading multi-national company principally involved in the marketing and sales of premium branded interior and exterior building products.

The appointment of a General Manager (Sales) is for the Midlands based, UK subsidiary specialising in the marketing of a premium branded range of interior architectural products to the specification and sub-contract building sector. The main responsibilities of this challenging position will include the formulation and implementation of marketing and sales strategies together with appropriate forecasting in terms of activity, budgets, planning, financial control and human resource management.

The General Manager (Sales) will report to the UK Managing Director keeping him regularly informed and updated on all developments.

The ideal candidate will be aged 35-45 years with a proven track record of successful sales and marketing management in the premium building products sector of the construction industry. Ideally, this experience will be centred upon interior applied products. At the same time you should have excellent management skills and be able to demonstrate your ability to administer support areas, i.e. management accounting, budgetary control, product marketing as well as the experience of personally dealing with major architects, specifiers and contractors.

The type of character we are seeking should be energetic, dynamic and ambitious, whose management style is very much "leading from the front".

If your background meets the above criteria and you would like to join an organisation that is world renowned for the quality of its products and service then telephone our Recruitment Consultants Philip Marks or John Lowe on 071 439 6288. Barchester Royce Consultants, Chesham House, 150 Regent Street, London W1R 5FA.

BARCHESTER ROYCE LTD

PARTNERSHIP SECRETARY

Cardiff

This challenging new post has arisen within Eversheds Phillips & Buck, one of the leading commercial law practices in Wales and a member of the national Eversheds Partnership.

Reporting to the Managing Partner, you will be a key member of the management team, providing cost effective and efficient support services to the Partnership and a significant input into the development of the Firm.

You should have a broad general management background with around 10 years' senior management experience. In addition, you should possess influential communication skills and demonstrate a positive approach towards management with a determination to obtain results.

We offer a competitive remuneration package, including pension, BUPA, relocation assistance and excellent career progression opportunities.

You will find that Cardiff is a lively city with excellent communications by road, rail and air. It offers a variety of leisure activities and a short drive will take you to spectacular countryside, mountains or coastal stretches.

In the first instance, please send a comprehensive CV to: Rachel May, Personnel Manager, Eversheds Phillips & Buck, Fitzalan House, Fitzalan Road, Cardiff CF2 1XZ.

**EVERSHEIDS
PHILLIPS & BUCK**

CUC Cablevision (UK) Limited is one of the UK's major communication operators with significant Cable Television/Telephony franchise opportunities in the Midlands and South of England, serving 45,000 subscribers with further rapid growth and service development underway.

Director of Operations

Reporting to the Chief Executive, the Director will have responsibility for the leadership and commercial management of the Cable operations. This includes managing staff across several locations involved in construction, engineering, marketing, sales and customer service, ensuring a high quality service and a strong customer care philosophy. Of graduate calibre, you will have successful experience of managing multi-disciplined teams in multi-site operations, evidenced by your highly developed commercial, organisational and interpersonal skills. Good judgement and decisiveness, matched by the personal drive, integrity and enthusiasm required to achieve the Company's strategic objectives are also key requirements for this outstanding opportunity.

Based at our Corporate office in Reading, your remuneration will include an executive benefit package commensurate with the role. Individuals currently earning less than £55,000 p.a. are unlikely to have sufficient experience.

Please write with full career details to:

Roslind Allison-Colvert,
Director of Human Resources, CUC Cablevision
(UK) Limited, Link 2, Beacontree Plaza, Gillette
Way, Reading, Berkshire RG2 0BS.



DIRECTORS/MANAGERS

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Fletcher Hunt plc.
CAREER CONSULTANTS

MAKING STATISTICS WORK

CHELTENHAM

Eagle Star is a leading UK based life and general insurance company. The Company sees the continual refinement and development of its base of management information as critical to improving its performance.

The Actuarial and Statistical Department in our general insurance business plays a key role in this process. It is particularly involved in the application of statistical analysis and related methods to non-life insurance in the areas of rating, reserving, business reporting, forecasting and market analysis.

Following our recent relocation from London to our purpose-built Head Office at Bishop's Cleeve, we have three vacancies at differing levels.

SENIOR MANAGER

You will be responsible for the management of certain issues arising both day-to-day and longer-term in the operation of a major part of our business. This will involve working closely with the business areas concerned and liaising with line management. The role will include the provision of continuing support, further development of information systems and, where appropriate, the identification of projects for further investigation.

In order to meet this challenge you should have at least ten years' experience in a management information related role in a commercial undertaking. You will have a (1st/2:1) degree in mathematical statistics or mathematics; if the latter, supported by a postgraduate qualification in mathematical statistics. Further desirable qualifications would be experience of non-life insurance and some knowledge of accounting principles as applied to non-life insurance.

MANAGEMENT STATISTICIAN C.£35,000

You will manage a small team which produces both ongoing and one-off analyses plus occasional research work. There will be some contact with specific business areas, but much of your time will be spent in the department.

Your academic qualifications will match those of the Senior Manager appointment, supported by at least five years' experience in commercially based management information and knowledge of a mainframe statistical package and programming language.

STATISTICIAN

C.£25,000

You will be responsible for the development and running of a number of statistical systems, the provision of support to senior management and occasional research work.

To achieve this you will have a (1st/2:1) degree in a mathematical or scientific subject - ideally with a qualification in statistics. You will also need at least three years' experience in commercial information management plus an understanding of mainframe operation/programming via terminals and/or PCs.

The Company offers a promising career structure to talented individuals and, in addition to the competitive salaries quoted,

we provide the full range of financial sector benefits plus relocation when appropriate. For certain management positions a company car scheme is available.

To apply, please send your full CV, quoting the relevant job title, to John Honeywill, Personnel Department, Eagle Star Insurance Company Limited, The Grange, Bishop's Cleeve, Cheltenham, GL52 4XX.



EAGLE STAR

LYONS FRANCE

International Organisation

is seeking to recruit a

Computer manager

The successful applicant, reporting directly to the Head of the Technical Support Division, will be in charge of the Organization's Computer Sub-Division and must be capable of leading a team of a dozen highly qualified technicians.

Duties:

- Prepare capital and revenue computer budgets and follow through their implementation;
- Act as Computer Consultant to other managers and supervise current systems;
- Oversee the design, adaptation and implementation of the computerization plan in the light of the requirements expressed with medium-and long-term considerations in view.

Qualifications:

- First degree in Computer Science or equivalent;
- Experience with WANG, IBM and DIGITAL systems;
- Several years' successful experience as head of a computer services department;
- Good knowledge of French and English.

Please send handwritten applications, together with full CV, recent photograph and details of current salary to Media-System (reference 559 on letter and envelope), 55 place de la République, 69002 Lyon - France.

GENERAL MANAGER ENVIRONMENTAL CONSULTANCY

C.£30,000

ETCIS is the Commercial Unit of UMIST's Environmental Technology Centre which is part of the Institute's Chemical Engineering Department. Formed ten years ago, the Unit is now modestly profitable and poised for considerable expansion.

The small but highly skilled and dedicated team has built an enviable reputation in a broad range of environmental services, supported by world class expertise from the department.

The projected growth now requires the injection of full time general management and pro-active business development.

To meet both needs UMIST Ventures Limited wish to appoint a General Manager who will succeed in ETCIS to lead the unit forward and to spearhead the Sales/Marketing effort.

We require an unusual mix of skills, embracing hands-on small company general management, entrepreneurial flair and strategic planning, ability to motivate a team of professionals and exceptional sales/marketing drive. A track record in some aspect of the environmental field is considered essential.

We offer an exciting job, enthusiastic colleagues, the stimulating environment of a leading technological university, and ultimate reward and status commensurate with success.

Please write, before June 15th 1992, to Chairman of UMIST VENTURES LIMITED, PO Box 88, Manchester, M60 1QD.



IT Manager c.£40,000

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EXECUTIVE OPPORTUNITIES

LIFE & TIMES THURSDAY JUNE 4 1992

FAX 071-782 7826

**OBJECT ORIENTATION EXPERTS
FOR LEADING BUSINESS DEVELOPMENT**

Swiss Bank Corporation is one of the world's leading banks. Our London office is an integrated capital markets, treasury and investment banking operation employing over 1,000 people.

£30K - £50K
inc. banking benefits
City

We recognise that advanced technology can provide a competitive advantage in the world's increasingly competitive financial markets. Accordingly, we have adopted a technology strategy that is based on object orientation and open systems - using the latest workstations including NeXT and SUN.

To strengthen the team implementing this leading-edge strategy, we are looking for a number of creative, disciplined systems professionals from the financial services sector - people who have demonstrated the ability to deliver under pressure, to exacting standards, on time. All will be quality graduates or postgraduates (2:1 minimum) with impressive track records of professional achievement. All will have strong, clear ideas of their own and the ability to explain technical concepts to non-technical business people.

BUSINESS ANALYST/DESIGNER

This key figure will specialise in Treasury Derivatives - defining and implementing a physical database using Sybase technology. This challenge will almost certainly involve the definition and tuning of data models. Consequently a sound understanding of Sybase, open systems architectures, UNIX, C++ and derivatives are essential.

jim
1982
1992

PROJECT LEADERS

These positions call for a combination of business, technology and management skills of the highest calibre. You will lead £multi-million projects and will need to have achieved success in using object orientation, and open systems methods.

One position calls for equities business experience, whilst the other demands extensive knowledge of trading systems. Both require proven management skills, hands-on planning and control experience as well as the necessary self-confidence and expertise.

ANALYST-PROGRAMMERS

Our Equities business has opportunities for an analyst-programmer with considerable Sybase, C++ and UNIX experience. These skills will be fully exploited in replacing our existing trading systems. Once again, this is a very practical role involving the hands-on implementation of our new architecture. A solid grounding in a relevant applications area - ideally equities - is essential.

Within our global Service Products Division we need people of a rare nature. Analyst-programmers who can understand our division's existing TELONICS/DMS systems and move us, within 6-12 months, to Sybase/C++.

If you believe you have the qualifications and personal attributes needed for one of these challenging positions, please call our consultant, Steve Clayton on 071-253 7172 during office hours or on 0831 145022 evenings and weekends. Alternatively, send your cv, quoting reference 620, to him at JM Management Services Limited, Chandos House, 12-14 Berry Street, London EC1V 0AQ. Fax 071-253 0420.

Sales/Marketing Director

Attractive package Nottingham

Leisure

Shops, Showers, Racine

Glynwed International plc is a Birmingham based group of companies with its roots in the engineering and building products industries. It is comprised of 100+ UK profit centres and principal overseas operations are based in the USA, Australia and Europe. In 1991 Glynwed employed some 12,500+ people worldwide and had sales of £550m.

This outstanding career opportunity to join the board of Leisure, the UK's market leader in sink tops and with a consistent record of success in Europe, is being created by the promotion to managing director of the present post holder. Supplied by a skilled team of professionals, you will be responsible initially for all aspects of UK sales/marketing.

You should have experience of selling lightside products to builders/plumbers merchants; preferably kitchen and plumbing products to national/regional merchants and demonstrate responsibility for a sales force turnover over a minimum of £5m pa. Other attributes required include a good record of sales development and the ability to make a substantial contribution to market strategy/product development. A degree/equivalent qualification is preferred.

The package will include a competitive salary plus substantial bonus opportunity and other benefits designed to attract capable and ambitious people.

For full information and a special one page Application Summary which should be completed and returned by Friday 12th June, together with a current cv, telephone our agents, Barbers Ltd, weekdays between 10am and 4pm on 021-616 1487 up to noon on Monday 8th June. Alternatively fax your name, address and telephone number on 021-643 2884 or 021-631 2738.

Glynwed International plc

MANAGING DIRECTOR**Volac**

John Poulen Ltd, the largest independent UK laboratory glassware manufacturer has built up, over many years, an excellent reputation for its quality products and service.

The impending retirement of the Managing Director opens the way for an energetic and creative successor, with drive and vision, to lead the strongly committed and supportive team through the next stage of the company's development.

The successful candidate, aged between 45 to 55 and probably educated to degree level, will possess first class communication skills and a flexible personality with the ability to work effectively from Board to factory level. A well developed team leadership authority combined with a high level of self motivation must also be demonstrated.

Previous experience in the industry is not essential but proven managerial and administrative skills, together with a clear understanding of financial control, marketing and general business strategy world-wide in a manufacturing environment, is necessary.

A competitive salary is offered together with a company car and other benefits normally associated with a position of this seniority. Relocation assistance will be provided if necessary.

If you feel you have the necessary experience, drive and commitment for this challenging role please write with full cv, in confidence to:

A.P. Mavor, Managing Director, John Poulen Ltd, 77/92 Tanner Street, Barkings, Essex IG11 9QD.

JUMPERS**Franchise Manager • Concessions Manager**

Jumpers are one of the country's leading specialist retailers who have achieved considerable growth in recent years. In order to expand this operation, they are seeking two operations professionals. Both positions require a senior level operational background gained within either concessions or franchising. A knowledge of start-up is essential as is senior level negotiating experience. An executive package for both roles including a highly negotiable salary will be offered and location will be in the Lake District.

Please apply direct to our Consultant, Paul Meehan at
Star Executives, 9/10 Market Place, London W1N 7AJ
Tel 071 580 0843 Fax 071 637 7127

STAR EXECUTIVES is a division of
Craig Vidler Associates Limited CVa

MARKETING AND MEDIA RELATIONS**City to £40k**

Linklaters & Paines is one of the top international law firms based in the City of London.

We wish to appoint a Marketing Development Manager who will report to our Head of Practice Development. Key responsibilities will be to:

- Develop and implement effective marketing programmes
- Advise on and co-ordinate media relations
- Develop and implement employee communication programmes
- Manage the marketing team

This is a very much hands on role, working closely with a number of partners who have responsibility for developing their respective areas of our law practice, and with our public relations partner in respect of media relations. It offers tremendous scope to make a real contribution to our business development by helping to foster a positive marketing culture within the firm.

Our ideal candidate will have a good honours degree, a minimum of 5 years' marketing experience, which ideally will include some time in a professional services environment, experience of handling the press and other media and of managing a team. To succeed in this role you must be able to gain the confidence of the partners, and to deliver high quality business solutions against tight deadlines.

Please write, enclosing your CV, direct to our consultant Richard Chaplin, at Strategic Marketing Connections, 16 Hillsleigh Road, Campden Hill, London W8 7LE.

PROFILES**EXPERIENCED COMPANY LAWYER**

Lawyer, 36, eleven years experience as employee in commerce and industry, seeks challenging role. Good all-round commercial experience. Ex-company secretary of quoted PLC. Fluent French. Good knowledge of Japanese. Oxfordshire background.

Telephone 061-434 9721.
(No Agencies or MLMs)

JAPANESE EXPERTISE

Senior Executive with broad experience in Manufacturing, Marketing and Strategy Planning. 32 years experience with major international clients, including 10 years experience in Japan as Executive V.P. of Mitsubishi Group chemical company. Now acting as consultant to assist European and Japanese companies to do business "Culture Fit". Good working knowledge of Japanese language. CV available.

PLEASE REPLY TO BOX NO 8810

DO YOU NEED AN ENTREPRENEURIAL, EXPERIENCED COMMERCIAL / GENERAL MANAGER?

I am looking for an entrepreneur to fully utilise my drive and skills in the running of businesses. I can offer:

- 12 year record of high profitability management in a competitive service industry.
- Experience of start-ups, consultancy and M&A review.
- Motivation, leadership, communication and interpersonal skills.
- Commercial instincts, analysis and control.
- M&A, from bidding UK business schools, and much more.

If you think I could assist your company, please contact 0225-858838 or Box No 8433

EXPERIENCED EXECUTIVE

For last 12 years, CEO of UK and US oilfield equipment developer with strong marketing and creative flair, having taken several commands to positions of worldwide market leadership, particularly in the oilfield equipment, environmental and petrochemical related activities. Excellent commercial and experience internationally, from raising finance and start up through to management of large operations, interested in growth opportunities where my motivation and leadership skills could best be utilised.

Please telephone: 071 722 6786.

FINANCE/MANAGING DIRECTOR

Chartered Accountant FCA, 45, world-wide experience including US, UK, Continental Europe, Far East and Australia. Systems implementation, M & A, flotation and general management specialist. Ready to accept new challenge in growing company. Willing and able to travel.

Please reply to Box No 8733

EASTERN EUROPE

Are you facing:

- Redundancy?
- Min-Max crisis?
- Early Retirement?
- Partnership?
- Financial Control?
- Planning with an experienced and sympathetic adviser will help you over the difficult period ahead.

For complete free advice and further information:

Just call our office:
081-749 3476 or
081-747 8084

Brussels, dynamic city, often referred to as the 'new Paris'. Established over 10 years, extensive government contacts in CEE, Czech Republic & Poland. Good opportunities for business personnel due to UK offices 2000+.

National Sales Manager

The challenge to inspire a world-class team
Welwyn Garden City, Herts

With a research investment of over £1m per day, SmithKline Beecham Pharmaceuticals is an international leader in the discovery and development of an impressive portfolio of new and innovative drugs for the world market.

While every pharmaceutical company is dependent on the effective sale of its products for its continued success, we hold the enviable position of possessing the single largest product marketing organisation in the country, with a network of over 300 representatives and Regional Managers.

Following recent promotion within the UK sales operation we need a highly-motivated sales professional to lead and develop one of our sales forces, through the regional management team, ensuring that our prominent position in the marketplace is maintained and that all potential sales opportunities are maximised. Prime responsibilities will include the supervision of successful product launches, target marketing, marketing strategy and budget development.

With a proven track record gained in second line sales management, as a National or Field Sales Manager, or a top class Regional Manager, you should have the leadership and interpersonal skills necessary to inspire your team towards success and achievement. You'll also have the in-depth awareness of the current marketplace to produce innovative solutions to challenges facing sales forces and the National Health Service today. Your excellent organisational and analytical qualities should ideally be accompanied by some knowledge of product marketing.

Our remuneration package compares very favourably with our industry competitors. In addition to a very attractive salary, we offer comprehensive benefits which include bonus, pension and medical plans, share-matching scheme and relocation assistance where appropriate.

Please send your full career details to our consultants, Vivien Yule or David Collingham at Gaddesden Recruitment, 41 Devonshire Street, London W1N 1LN.

SB
SmithKline Beecham
Pharmaceuticals

Our Client is a major player in global telecommunications, providing a blue-chip customer base with products, services and international networking.

With 98% sales growth achieved in the last five years and significant growth planned for the next three, the organisation now seeks the individual who, more than any other, will be instrumental in achieving that goal.

The successful, London based, appointee will be an "entrepreneurial ambassador", seen by group operating companies across the world as the expert in all business development matters. But the overriding task will be to personally identify opportunities and lead the negotiations that will secure major new business wins.

Experience with an international I.T. (ideally datacomms and networks) organisation is essential, and must include line management in sales and marketing. A second European language would be valuable, together with an appropriate degree or equivalent.

A highly competitive package will be offered, designed to attract an outstanding individual.

Please write, enclosing a copy of your cv., to Andrew Hatch, Senior Consultant, at Austin Knight Recruitment, Knightway House, 20 Soho Square, London W1A 1DS. Fax 071-439 5744. Please quote reference number A210. Alternatively you can telephone him on 071-459 5806.

Applications are forwarded to the client concerned therefore companies in which you are not interested should be listed in a covering letter.

Austin Knight supports equality of opportunity in employment.

**VICE-PRESIDENT
BUSINESS
DEVELOPMENT**

Up to £100k p.a.
inc. bonus
Datacomms

A highly competitive package will be offered, designed to attract an outstanding individual.

Please write, enclosing a copy of your cv., to Andrew Hatch, Senior Consultant, at Austin Knight Recruitment, Knightway House, 20 Soho Square, London W1A 1DS. Fax 071-439 5744. Please quote reference number A210. Alternatively you can telephone him on 071-459 5806.

Applications are forwarded to the client concerned therefore companies in which you are not interested should be listed in a covering letter.

Austin Knight supports equality of opportunity in employment.

**Austin
Knight**

ADVERTISING • RECRUITMENT • COMMUNICATIONS

EXPATS

CURRENT OVERSEAS PLACEMENTS

FOURTEEN PLACEMENTS

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

*Concept Staffing*MANUFACTURING
DIVISIONAL MANAGER
CORNWALL

Situated in the heart of Cornwall, our client is a market leader in manufacturing process equipment and plant for the mining and related industries.

We are seeking a high calibre individual to spearhead and control our manufacturing operation, which comprises of a Foundry, Fabrication, Machining and Assembly with approximately 180 personnel.

A seasoned manager, you will be fully conversant with modern engineering practices, and business operations of a company. Highly motivated, you will lead by example, be forward thinking and have a proactive approach to business.

Educated to HNC/equivalent in a related engineering discipline you will ideally be aged 35-45 years.

In return we offer a salary to £40K, company car, plus benefits and a relocation package.

Curriculum Vitae resume and letter of application to:

Concept Staffing Recruitment Consultants
2 Bootport Street
Buntingford
North Devon EX31 1RH
Tel. (0271) 43222/43373

INTERNAL
MANAGEMENT
AUDITOR
NIGERIA

The major oilfield supply and tranship base operator in Nigeria is seeking to strengthen its management team by filling the above position. Essential requirements in the successful candidate will be:

The ability to implement solutions to problems which are identified.

An appetite for hard work in a difficult working environment.

Technical competence in computer based accounting disciplines.

Strength of character and purposefulness.

The ability to understand established systems and procedures.

The capacity to work well with a multinational and indigenous workforce.

The successful candidate will report directly to the managing director and will have a mandate to question and examine all aspects of the company's operations.

The benefits package will include:-

A tax free salary of US \$60,000.00, plus local living allowance.

Free furnished accommodation and company car.

BUPA International cover.

Personal accident and life assurance cover.

Entry to pension scheme after one year.

5 months on/1 month off.

Candidates aged around 35 should submit their career history and a passport photograph together with a handwritten covering letter to Mrs H Nicholls, DMS Ltd, 4, Cromwell Place, London, SW7 2JU.

NO AGENCIES

EXPATS

CURRENT OVERSEAS VACANCIES

Relevant, resourceful & researched journal for professional expatriates.

For your FREE information pack please call Pauline Roberts on: 081-760 5100 or fax: 081-760 0469 and quote ref: ST32/03 or write to:

Expert Network Ltd, International House,

500 Parley Way, Croydon, CR0 4NZ.

FINANCIAL
CONTROLLER

A senior, experienced financial controller required for a major, privately-owned financial services company. You must be a member of the Institute of Cost Accountants. Reporting to the M.D., you will be responsible for the preparation of financial reports & control systems. Knowledge of Treasury functions and acting as a key member of the management committee is essential. Please contact Mr. G. S. Cheshire, Managing Director, for further information.

Please send CV to: Mr. G. S. Cheshire, Managing Director, Morgan Charc Associates, 500 Parley Way, Croydon, CR0 4NZ.

NO AGENCIES

SENIOR COMPUTER
SALES EXECUTIVE

Based in 228+ computer + IT + telecomms companies in Northern Counties.

We have been retained by a leading 1.7 service centre to recruit a Senior Computer Sales Executive with a minimum of two years' new business开拓 experience and the desire to join a progressive and expanding company.

Please contact Mr. G. S. Cheshire, Managing Director, Morgan Charc Associates, 500 Parley Way, Croydon, CR0 4NZ.

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QUALIFIED
ACCOUNTANTS
ONLY

In areas: South West, South Wales, Midlands, Lancashire, West Yorkshire, N. East, N. West, Scotland, Ireland.

£10,000 to £15,000 per annum.

WORLD CLASS OPPORTUNITIES IN MANAGEMENT INFORMATION SYSTEMS

'Driving definition & delivery of I.T. Business Solutions'

Excellent Package + Car + Benefits

Manchester/London

The Company is a highly successful, well established worldwide producer of fast moving consumer goods. Continuous commitment to increased market share and competitive strength, through manufacturing superiority, has created an exciting climate of challenge and change. Advancement of business processes, namely Logistics, Manufacturing and Purchasing, is fundamental to this strategy of improvement. Innovative L.T. systems driven by sound business criteria will undoubtedly play the greatest role of all.

To ensure personal success, highly developed influencing and presentation skills will be as vital as your self-confidence, dynamism and tenacity. In short, you must have sufficient personal presence to establish credibility at all levels within the business. You can expect to challenge current thinking at both strategic and operational levels in your pursuit of optimum Information Management.

**Torres
Interact**

Sendpiper Quay, 36 Modwen Road, Salford M5 3EZ. Tel: 061-876 5201. Fax: 061-876 5203

Probably aged 25-35 years, of graduate calibre and with a minimum of 5 years systems/business analysis experience, you must be able to demonstrate successful system delivery within the business processes stated. Currently you may be a highly business oriented systems analyst, consultant or project manager.

We are looking for rare individuals - however, the career opportunity is second to none. You will be offered the chance to impact upon the evolution of the Company and to become a key player in this high profile team whilst significantly broadening your business experience and horizons. A substantial rewards package includes an attractive salary, bonus and benefits together with full relocation assistance where appropriate.

For a confidential discussion telephone our advising consultant Linda Torres, weekends 10.00am - 5.00pm on 0422-377580, business hours on 061-876 5201 or write/ fax full career details (including salary) to the address below quoting Ref. 871.

International Marketing Managers Datacommunications

Packages to c.£35k + Company Car

Our client is an established leader in this industry, with UK and International operations. Marketing plays a strategic role in achieving the company's business plan. Our client is committed to substantial investment in this area and we are therefore seeking two marketing professionals to fill new positions.

Hybrid Networking

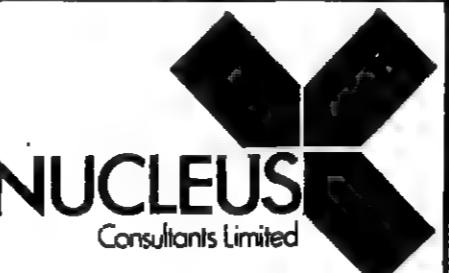
We require an individual to take responsibility for proactive marketing of the company's exciting new Bandwidth Management products, fully exploiting new business opportunities worldwide. The successful candidate will be experienced in marketing traditional Time Division Multiplexer and associated networking products and supporting sales activities through Marketing Information, analysis and communication.

Candidates should be graduates or equivalent. Excellent presentation and communication skills are essential, together with an energetic and enthusiastic approach to achieving business goals. The company offers a vibrant but stable team environment, where the success of the individual is recognised and rewarded. For further information please contact Nicola Ogilvie or Michael Shannon today, SUNDAY between 2pm-6pm on 081-673 3416 or during working hours on 071-222 7766. Alternatively you can write to them enclosing your Curriculum Vitae to Ogilvie & Associates Ltd, Buckingham Court, 78 Buckingham Gate, London SW1E 6PE quoting reference number NO1126. Fax number: 071-233 0603.

OGILVIE

Modems/ISDN Products

This individual will have full product management responsibility from concept to retirement. The successful candidate will have well developed product marketing skills, yet be technically competent. Proven success in business planning and implementation is expected.



MAJOR INTERNATIONAL TELECOMMUNICATIONS COMPANY

POSITION: TECHNICAL DIVISIONAL MANAGER

LOCATION: GLASGOW

NEGOTIABLE PACKAGE + LARGE COMPANY BENEFITS

Have you a high level of technical credibility, commercial awareness and the ability to manage a business?

Are you experienced in large scale project management and negotiations of technical proposals?

Can you motivate and direct whilst being a team player and team builder?

Have you an understanding of Communications Software, Network Management and an appreciation of the business opportunities technology offers?

Day to day you will be involved in Network Management, Data Communications, Intelligent Networks and Database Development. Ultimately you will be responsible for a staff of 300.

The role is essentially one of a Commercial Business Manager prepared to travel, liaise with customers and visit HQ.

This is an exciting opportunity for the right man or woman who has the experience, aptitude and attitude needed to contribute and create. The successful candidate will have significant opportunity for personal growth and career development.

Quality of life in and around this European City of Culture is second to none, as is our client's relocation package.

Please respond by sending your CV to Duncan Fraser:
Nucleus Consultants Ltd, Delton House,
11 Vernon Avenue, Beeston, Nottingham, NG9 2NS
Tel: 0602 677537 / Fax: 0602 677545 24 hours

Account Development Managers

Motor Industry Consultancy Services

**£35,000 pa
+ car**

**Resource &
Development Ltd.**

SEARCH SELECTION ASSESSMENT TRAINING

Over a period of twenty years, our client, Alison Associates, has gained a reputation for providing high-quality management information to motor manufacturers and dealers enabling them to make rational decisions and to improve the overall efficiency of their businesses.

Already acknowledged as market-leaders in the provision of creative solutions to the information needs of the European motor industry, the company's expansion programme now requires the appointment of two additional Account Development Managers, based at the head-office in Reading.

The successful candidates will be responsible for working pro-actively with vehicle manufacturers and importers to identify potential business opportunities.

In addition to the profit they will manage a dedicated team of sales and customer service personnel committed to providing timely and cost-effective solutions to a diverse range of marketing and business management problems.

Applicants, probably aged 33-45 years and ideally of graduate level education, must be commercially minded and have experience in field operations on behalf of a vehicle manufacturer or importer. A sound understanding of both sales and after sales functions would be an advantage together with an appreciation of business management techniques and the use of computers in the assessment and management of dealership activities.

Alison Associates has a clearly defined expansion programme and will enable its successful employees to enjoy considerable career enhancement opportunities.

The envisaged remuneration is a basic salary £25,000 pa. An outstanding benefit package includes private health cover, non-contributory pension scheme, life assurance and fully-expensed car.

In the first instance applicants should send a comprehensive CV, including details of salary progression, to: Brian Hodges at Resource & Development Limited, Resource House, 84 High Street, Epsom, Surrey KT19 8AD.

COMMERCIAL DIRECTOR Port Operations

WEST SCOTLAND

Clydeport Ltd., the recently privatised Clyde Port Authority is seeking to recruit a new Commercial Director - Port Operations to take responsibility for the Company's marine and commercial port operations.

This is a senior board appointment and the successful candidate must have demonstrated profit responsibility in charge of a commercial operation, probably in the transport industry but not necessarily in the port industry. It is unlikely that candidates under the age of 40 will have the necessary experience.

Clydeport Ltd has a series of major challenges to face following the announced closure of British Steel's Ravenscraig plant. The company is committed to the profitable development of the port facilities in four locations on the Clyde and has an ambitious programme to manage.

Benefits are significant with a salary c.£45,000, expensed car, contributory pension and a possible equity investment opportunity.

Applications in the first instance to: Mr. N. H. Finney, The Waterfront Partnership, 132 Buckingham Palace Road, London SW1W 9SA.



**CLYDEPORT
LIMITED**

BBC BBC BBC

Senior Management Trainer (Business Skills)

The BBC is changing rapidly as it prepares to meet the challenge of Charter Renewal. As a department, BBC Management Training is already helping senior managers deal effectively with these changes. We now want to recruit a specialist in business skills who can assist senior managers in: developing business strategies; planning, financial systems and controls; market awareness; Total Quality Management and other skills which will lead to improved business performance. You would become our specialist in this area whilst also working closely with colleagues on the general consulting and training work of our small but skilled and versatile team.

The Role

Working to the Head of BBC Management Training you would develop a consulting service to senior managers on the strategic business issues in their departments, facilitating events as appropriate

- run training events about business, finance, pricing, quality and general management issues

- possibly work as a Key Client Manager for one BBC Directorate.

The Skills and Qualities

You need:

- strategic thinking and judgement; ability to deal effectively with complex, incomplete and ambiguous information
- diplomacy, warmth, humour; ability to work collaboratively with a wide range of clients one to one and in groups

- resilience, willingness to challenge; ability to work with minimal supervision in demanding situations and to find ways around obstacles

- ability to communicate complex data and ideas in an attractive and accessible way.

Knowledge and Experience

In depth knowledge of topics such as: business planning and finance, pricing, negotiating, purchasing, marketing, competitive strategy, competitor analysis, total quality and customer service.

Experience of consulting and training in large organisations, working with senior managers; line or project management.

Salary negotiable. Offered as a two year contract initially.

Based: BBC Elstree Centre, Borehamwood, Herts. Some UK travel is part of the work.

To apply: send a CV and a letter outlining why you think you might be the person we are looking for to: Jenny Rogers, Head of BBC Management Training, Room N402, Elstree Centre, Clarendon Road, Borehamwood, Herts WD6 1JF to arrive by June 12th.

WORKING FOR EQUALITY OF OPPORTUNITY

Purchasing Manager

Commercial Electronics

£35,000 + Car

Home Counties

Our client, part of a major multinational organisation, is a leading force in the design and manufacture of sophisticated commercial electronic equipment.

Their need is for a high calibre Purchasing Manager capable of developing and implementing systems and approaches to accommodate modern manufacturing methods and influencing all purchasing activity in the company's UK sites and overseas offices.

To qualify you will ideally be a graduate, aged 30-40, with sound experience of modern purchasing management, preferably gained in an electronics environment. It is equally important that you can demonstrate high level negotiation skills and a flair for innovation in a changing environment.

Interested candidates should write, enclosing full career details, to Robert Wilkinson at Robert Wilkinson Associates, Tudor House, 849 London Road, High Wycombe, Bucks, HP11 1EZ. Tel: 0494 473331.

**Robert
Wilkinson
Associates**
Human Resource Consultants

**FROM
TECHNICAL
MARKETING TO
EXPORT
MANAGEMENT:**

**WITH A
WORLD LEADER
YOU CAN MAKE IT
IN ONE.**

**Linde
Lansing**

MANAGER OF EDITORIAL SERVICES

FIRST MARKETING COMPANY, A DIVISION OF REED INTERNATIONAL PLC, publishes financial newsletters focused in the banking and insurance industries. This start-up operation is patterned after a proven American company with over 20 years of success in the United States and Canada. First Marketing specialises in targeted publications, developing custom newsletters from concept to delivery. We are searching for an ambitious editorial manager to join our senior team. Reporting to the Managing Director, this professional will play a significant role in launching our first newsletters and developing our editorial staff. The editorial manager will have a unique opportunity to develop a meaningful career within a large PLC.

The ideal candidate will be a creative self-starter who's willing to tackle a variety of tasks and demonstrates these characteristics:

- Proven writing, editing and communications skills.
- Working knowledge of the financial services industry (prefer publishing, writing or PR).
- Analytical abilities and leadership skills.
- 3-5 years experience managing editorial staff.
- Ability to solve problems.
- Team-player.
- Recruiting and training experience.
- Educated to degree standard.
- Creativity and commitment.

An orientation and training programme will be undertaken in the United States for a minimum of four weeks. Remuneration package is flexible and will reflect the importance of the role. Includes large-company benefits. Send C.V., including current salary details, and writing samples to: The Managing Director, First Marketing Company, Greener House, 4th Floor, 66 Haymarket, London SW1Y 4RF.

Equal opportunities employer.

First Marketing Company
A Division of Reed Telecommunications Ltd

**ENTREPRENEURIAL
ASSOCIATE**

**FINANCIAL MANAGEMENT
CONTROLLER**

Please apply to: The Managing Director, First Marketing Company, Greener House, 4th Floor, 66 Haymarket, London SW1Y 4RF. Tel: 0171 580 4822. Closing date: 24th June 1992.

MANAGER, INFORMATION SYSTEMS

Package: c.£35k + Exec Car + Benefits

Essex

Our client, a well-established and expanding UK subsidiary of a multi-national market leader in office equipment, has a substantial budget commitment to a new systems strategy to support the company's organisational growth over the next 2 years and beyond, creating the position of Manager, Information Systems, reporting to the Board. This is a first class opportunity to make a significant impact on IS development in an expanding environment.

A major contribution to long term systems planning is a key element: along with controlling existing IS facilities: managing the introduction of new systems; and the establishment of operating procedures to BS 5750. An essential pre-requisite is an ability to relate the IS needs of the Company to its business activities, therefore proven management and Business Analysis experience are sought. Practical knowledge of distributed systems and networked multi-vendor environments, as well as the office equipment business would both be an advantage.

Written applications with full C.V. quoting Ref. HR/706 should be sent to Headley Executive Ltd., 107 Lancaster Gate, London W2 3NQ. Tel: 071-262-2218 Fax: 071-723-9809

Headley Executive Ltd

COUNTY TREASURER

**UP TO £60,000 P.A.
+ CAR AND PERFORMANCE
RELATED PAY**

**East Sussex
County Council**

Committed to Equal Opportunities

East Sussex County Council is committed to providing high quality services to a population of 740,000. Financial advice is a vital part of our drive to improve standards. Our turnover approaches £500 million and we employ over 20,000 people. We need first class financial advice in our policy direction (the Treasurer is a member of the Chief Officers' Management Team) and in our operations. We believe in putting financial advice close to the users to support the effective delivery of services. We are looking for a fully qualified accountant who will enthusiastically participate in the management of change. We intend to make our public services and our professional support 'fit to compete' in an increasingly challenging world for local government. Can you help us? If you can, please contact the County Personnel Officer, East Sussex County Council, Westfield House, County Hall, Lewes, East Sussex BN7 1RJ. Telephone 0273 482707. Closing date for applications: 17 June 1992.

Division Managers

Analytical Instruments

Exceptional vehicles for entrepreneurs. State-of-the-art products selling internationally with strong competitive advantages. Backed by a major U.S. corporation committed to business expansion. Competitive, flexible compensation package.

Assume full P&L responsibility and determine the strategy to deliver 20%+ growth annually by exploiting domestic and international markets for one of the following analytical instruments divisions:

Semiconductor Instruments, York

Manage the design, manufacture and marketing of state-of-the-art semiconductor metrology instrument systems used for sub-micron process and quality control by major semiconductor manufacturers worldwide.

Microscopy Instruments, Hemel Hempstead

Manage the design, manufacture and marketing of our leading edge microscopes for use in the biomedical, pharmaceutical and life science research worldwide.

You will have an in depth knowledge of the instrument marketplace and proven success in managing the growth of autonomous businesses. 35 to 55 years old, you will be a leader with vision and the ability to build strong teams and to execute successful business plans.

If this challenge matches your interest, please send your C.V. to: Keith Delighton, Senior Personnel Manager, Bio-Rad UK, Maylands Avenue, Hemel Hempstead, Hertfordshire, HP2 7TD.

BIO-RAD Bio-Rad Laboratories

GENERAL APPOINTMENTS

ENTREPRENEURIAL ASSOCIATE

Small company specialising in providing duty free merchandising, management and technical services to the air transport industry requires an entrepreneurial associate.

Applicants must have a recognised University Degree in Business or Computer Science and a knowledge of the air transport industry. Computer knowledge essential, age 25-30. Good prospects for enterprising candidates willing to be trained and be involved in exciting business. Remuneration with possible profit sharing negotiable.

Apply with full particulars before end May to Box No 8655

A large Japanese travel corporation requires the following staff:-

OPERATIONS MANAGER

Substantial experience and a full understanding and knowledge of dealing with Japanese tourists in Europe is essential. Written and spoken Japanese are also necessary. An excellent remuneration package is offered to the successful applicant.

THREE OPERATION ASSISTANTS

These posts require a basic understanding and experience of dealing with Japanese tourists in Europe. Fluent written and spoken Japanese is required. Excellent remuneration package is offered to the successful candidates.

OPERATION MANAGER SCANDINAVIA/

OPERATION MANAGER E.C.

Knowledge of and experience in dealing with the operational side of Japanese tourists abroad preferably in Scandinavia/EC is required. Fluent written and spoken Japanese essential. Excellent remuneration package offered to the successful candidates.

All applicants to Box No. 8826.

FINANCIAL/MANAGEMENT CONTROLLER

for industrial joint ventures in the CIS - negotiating technical projects transfer from UK, France, Israel, etc working with local parties. MBA in finance, understanding of East European culture, experience in trade and border essential with also background in engineering.

Russian (mother tongue level), French, English, Hebrew required.

Extensive travel involved. Salary negotiable. Please Reply to Box No 8821

SLICK CITY JOB

Are you one of the unlucky few who have recently been made redundant or likely to be? Or are you an ambitious Graduate?

Do you wish to pursue a rewarding, secure career in sales and management with a London based firm?

If you have sales and/or management experience, telephone personnel on:

071 495 4477

Or send C.V. to: 2nd Floor, 50 New Bond Street, London, W1.

BARTON LYLE LTD

GENERAL APPOINTMENTS

Associate Director Finance and Administration

**Clinical research
financial management
at the heart of Europe**

**Mainland Europe
to DM 140,000**

EAMES · JONES · JUDGE · HAWKINGS

PERSONNEL CONSULTANCY · SEARCH · SELECTION · MANAGEMENT CONSULTANCY

DEVELOPMENT SPECIALIST

CENTRAL LONDON £18,000-£22,000

Last year our International Division reacted swiftly to over 40 natural and man made disasters. In addition the British Red Cross is now directly involved in some 30 longer term development projects in Africa, the Far East and Eastern Europe. Our budget in 1991 was c.£30m for these overseas activities.

We are now seeking an experienced Development Specialist who will monitor current and future international development projects, liaise with the Geneva based International Federation of Red Cross and Red Crescent Societies as well as with member Societies to ensure proper funding and staffing of proposed projects and maintain close contacts with Government and other aid agencies. The selected candidate will report direct to the newly appointed Director of International Division, Geoffrey Dennis.

Applicants should hold degree level qualifications, have extensive overseas experience, preferably in a voluntary organisation or in an industrial group and be free to travel regularly and at short notice.

Starting salary will be in the range of £18,000-£22,000 but could be higher for a candidate of exceptional experience. Benefits include contributory pension scheme, BUPA and subsidised restaurant.

Applications, in writing only please, should give full career details and be sent to: Diana Whirligham, Personnel Director, British Red Cross, 9 Grosvenor Crescent, London SW1X 7EJ. Closing date: Monday 15 June 1992.

British Red Cross

Customer Service Executives

**French - German - Spanish
£15-£17,000 aye + benefits.**

Due to internal promotion, this world leader in the area of commercial printing, wishes to appoint two graduates to be based at their Dunstable office. Working as part of a small multilingual export team, you will be totally involved in the customer service process. This will include handling the initial enquiry, negotiating costs, and monitoring the progress of an order through to final delivery. Age 25 years + with a minimum of one year's commercial/manufacturing experience, and written and spoken fluency in one, or more, of the above languages, will put your excellent communication and organisational abilities to good use and be offered very good prospects in return.

Fax: 071 379 4558

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Still in the picture: when his television-company employer lost its franchise, Andrew Wilson, former senior reporter, took his skills to the media section of Greenpeace

Going, going, gone freelance

The television franchise auctions led to sackings, but for some former staff new opportunities have developed, Anna Moore says

For most of the thousands of people made redundant from the television broadcasting industry, the franchise auctions last October could not have come at a worse time.

Since the muzzling of television unions in the mid 1980s put an end to the restrictive practices that created over-staffing at all levels within the industry, and the government ruling that at least 25 per cent of all programmes be made by independent producers, there has been a shedding of excess weight during the past four years.

The subsequent loss of franchises by four broadcasters, Thames, TBS, TSW and TV-am, may swell the number of unemployed by 2,000 by the end of the year. However, although many of the lottery losers may be licking their wounds, there are winners.

For many independent production and facilities companies, for example, the franchise auctions could not have been better timed. With television advertising and corporate video budgets slashed by the recession, the reshuffle — in which most of the new franchise holders are publisher-broadcasters with little or no in-house production — has been a cause for celebration.

"What we are seeing now is a shift away from vertical integration," says Alex Graham, the managing director of Wall To Wall, an independent company

being commissioned to make programmes by Carlton, which takes over from Thames in January.

"My own view in terms of employment in the television industry is fairly bullish," Mr Graham says. "There will not be less television, but it will be made by fewer people. There will probably be a decline in some jobs, particularly in middle management, but a greater demand for others."

"The industry is becoming less bureaucratic and more efficient, with small, tight cores of top-level management looking after teams of talented, creative freelancers."

The view is shared by Roy Addison, the former director of press and publicity at Thames, who, though shocked by Thames's loss of the franchise, anticipated the scale of change within the industry six months before the franchise auctions. He privatised the press office by forming Roy Addison PR and Associates, with Thames as its main client.

Mr Addison says: "The end of the golden days for television unions brought new working efficiencies. It used to be said that television was the world's only expanding industry — and despite all that is happening, that could still be true — but the nature of the work

available and the terms and conditions under which that work is done will change."

"Fewer creative risks will be taken, and the pressure for good ratings will grow enormously. Skilled crews are now the norm at all levels of the industry."

To help most of its 800 employees to find full-time or freelance work in television, TVS has published Directory of Talent, a list

Andrew Wilson now organises satellite coverage of Greenpeace

with the names and details of more than 250 staff from all areas of the company and distributed it to about 150 independent production and facilities companies.

Thames has produced Skills Register, an electronic database available to anybody looking for either freelance or permanent staff at all levels.

One TSV employee who will not be advertising "man with camera for hire" is Dave Warner, the

former head of studios, who is to become the general manager of the company's newly independent facilities in Maidstone, Kent, and at Westminster.

"It's a tough world out there," says Mr Warner, "but I am confident that the facilities will be a success. We shall operate on a core management and back-up staff of 12 and shall feed work back to former TSV staff we know and trust. We expect core work from the independents, which will be supplying the new franchise holders."

Thames, too, is employing 37 of its own staff to run Teddington Studios Ltd, its newly privatised independent facilities, and will retain its status as an independent producer.

Going freelance is not the only option. The new franchise holders may not be able to offer jobs to everybody, but they are recruiting staff at different levels. Mike Green, Carlton's new financial controller, was the finance director at TSV, and Martin Bowley, Carlton's director of sales, came straight from TSW, taking part of his former team with him.

Chris McLaughlin, the head of press and corporate affairs at Carlton, knows what it is like to lose a top job. He lost his at BSB when it

merged with Sky and spent a year freelancing in public relations.

"The business is changing," he says, "becoming far more commercial, with new criteria and new pressures. But it is still growing, and after a temporary period of instability, will even out, and there will be growth in the independent sector and in satellite and cable television."

One example of the benefits of such growth is Andrew Wilson. When TV-am lost its franchise to GMTV, Mr Wilson, then senior reporter, took his skills to Greenpeace Communications Ltd, the media arm of Greenpeace International, where he is the organisation's only in-house television reporter.

The pay may be less than in his previous post, but, for Mr Wilson, the new job is a bigger one; he is responsible for international television coverage of Greenpeace activities. Although the job includes doubling up in the press office, and facilitating media access to Greenpeace, his main area of expertise is television, producing complete packages that are fed into the international network through Vision news and WTN, satellite news agencies with which Greenpeace has a special arrangement.

He was the first Western journalist at the scene of April's nuclear radioactive leak at the Sosnovy Bor reactor, 50 miles west of St Petersburg.

LIFE AFTER REDUNDANCY How your partner can help you

EVERYBODY has heard the awful tale of the newly redundant executive who spends his days on station platforms because he dare not tell his wife. The cause is a total breakdown of communications in the marriage. The situation is particularly wretched because the support and understanding of a spouse is crucial.

All too often, partners become estranged and marriages founder. Relate, the marriage guidance organisation, reports a 30 per cent increase in couples seeking advice during the past two years, a rise accounted for almost entirely by recession-related difficulties such as redundancy, debt and house repossession. An understanding of the psychological processes will help a spouse to cope better. Many who suffer job loss feel

that the value placed on them by society has been stolen from them. The more important the concept of success is to a man, the more of a trauma it will be when it is lost.

"Reassure your husband that Joy is my love," suggests Joy Roberts-Holmes, the author of *Surviving Your Partner's Redundancy*, "not the lifestyle that his job brought."

Zelda West-Meads, a counsellor for Relate, says openness is crucial. "Many men, as well as feeling angry, feel a failure, and are ashamed. They do not have the same network of friends that women have," she explains. "They bottle up feelings, which come out in inappropriate ways, often shouting at the wife and children."

This in turn leads to more rows and sometimes an increase in drinking. When this happens, Mrs Roberts-Holmes says, do not try to cope alone with a situation that has got out of control. Discuss the situation with your doctor, or a professional counsellor.

Communication between husbands and wives may be further strained by the fact that the

stress of redundancy temporarily renders many men sexually impotent. When this happens, they may abandon even small displays of affection for fear they may not be able to follow the process through. This is very destructive to the couple's relationship.

On top of all this, the wife may have her own feelings of anger and frustration. Mrs Roberts-Holmes quotes one woman as saying: "I could tear someone to pieces. That man has used my husband for years and years now, just when we should be settling down to a nice lifestyle, the boss has made him redundant."

Linda Sheldrick, who is responsible for counselling training for H.D. Associates, a human resources consultancy, suggests that spouses can find somebody else with whom to talk.

Mrs Roberts-Holmes is a self-employed consultant with a special interest in counselling spouses. "The wife is a key," she says, "both to helping the situation and to unlocking future thinking." She refers to several cases in which the job-hunter was not aware that his wife was happy to change direction. Establishing that she was open to the idea of self-employment, a different profession or a move abroad opened up new vistas.

Job loss may also expose an empty marriage previously shored up by an extravagant way of life. There is little hope for these couples, but most will emerge from the experience with a stronger, more honest relationship. Mrs Sheldrick thinks it helps to remember that "people do come through redundancy".

CLARE HOGG

• *Surviving Your Partner's Redundancy*, by Joy Roberts-Holmes (Kogan Page, £14.99). H.D. Associates, 071-437 9149. Relate is a national organisation, whose telephone numbers are in Yellow Pages.

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Further details and application forms can be obtained from Mrs G. Lyon (Ref. 16/92), JNCC, 3rd Floor, Monkstone House, City Road, Peterborough PE1 1JY. Telephone (0733) 62626 Ext. 4211. Closing date: 10 July, 1992.

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Vision mixer self-employed

Hall (Inspector of Taxes) v Lorimer

Before Mr Justice Mummery
Judgment May 22

The activities of a skilled, freelance vision mixer involved in the production of television programmes were those of a person who was in business on his own account and he was taxable on the fees he received as a self-employed person under Schedule D.

Mr Justice Mummery so held in the Chancery Division when dismissing an appeal by the Crown from a determination of a special commissioner (Mr D. A. Shirley) that had upheld an appeal by the taxpayer, Mr Ian M. Lorimer, against assessments to tax raised on him on January 26, 1990 in respect of the years from 1984 to 1989 under Case I of Schedule D.

Mr Launcelot Henderson for the Crown; Mr Stephen Alcock for the taxpayer.

MR JUSTICE MUMMERY said that the taxpayer, since leaving his full-time employment in 1985, worked as a skilled vision mixer with various television companies.

Operating closely with a programme's director, as a type of editor he selected camera shots

takes from different angles to be used in a production.

He worked in a studio with expensive equipment that was owned by the television companies. He was a member of the Association of Cinematograph Television and Allied Technicians.

In a volatile industry he had kept busy, having some 120 to 150 engagements a year. He took bookings from his home. He had no full-time or long-term contracts with companies.

He received a lump sum payment for an engagement and his travelling expenses.

He did not contribute to the cost of producing a programme and did not share with a production company any profit or losses.

The taxpayer was registered for VAT and had effected a retirement annuity policy and taken out insurance against sickness.

The Crown contended that the taxpayer was not engaged in business on his own account but was taxable on his receipts under Schedule E; see section 181 of the Income and Corporation Taxes Act 1970.

The commissioner found that the contractor that the taxpayer entered into were not contracts of employment and that his activities

had the hallmarks of a man who was in business on his own account.

The appellate court could only interfere with that determination if the commissioner had either misdirected himself in law or come to a decision on the facts that was so unreasonable as to constitute an abuse of power. See *Lee Ting Sang v Chung Chi-Kuang* (1990) 2 AC 374.

There was a broad measure of agreement on the law: was the taxpayer a person performing services in business on his own account or was he working as an employee under a contract of service?

Clearly no one single test was applicable. As Lord Griffiths had said in *Lee Ting Sang* (at p 382) the matter had never been settled than by Mr Justice Cooke in *Merton Investigations Ltd v Minister of Social Security* (1969) 2 QB 173, 184-185.

To determine whether a person was in business on his own account the court had to consider many factors: it could not run through a check list or items pointing one way or the other.

A whole picture had to be painted and then viewed from a distance to reach an informed and qualitative decision on the circumstances of the particular case.

Mr Henderson argued forcibly that the taxpayer was not in business on his own account. He did not, it was said, provide any equipment nor hire any other persons; the production company controlled the times and places where he worked and the producer had control of the programme.

The taxpayer, he argued, took no financial risk in a programme, had no investment in it or opportunity for profitting from it. The only risk that he ran was not being able to obtain work.

Despite the force of those submissions they were not persuasive enough to show that the commissioner had erred in law. He had been aware of the proper test to be applied and had examined carefully the documents, the relationships between the parties and asked the commissioner the correct question.

Moreover, the commissioner had referred in the helpful and persuasive decision of the Court of Appeal in *O'Kelly v Trusthouse Forte plc* [1984] QB 980.

To determine whether a person was in business on his own account the court had to consider many factors: it could not run through a check list or items pointing one way or the other.

A whole picture had to be painted and then viewed from a distance to reach an informed and qualitative decision on the circumstances of the particular case.

Customs and Excise Commissioners v Ali Baba Tax Ltd

Before Mr Justice Auld
Judgment May 22

When an incomplete garment, or part of it, reached such a stage at the point of supply that it could be regarded as "designed as clothing for young children and not suitable for older persons" it was zero-rated within item 1 of group 17 of Schedule 5 to the Value Added Tax Act 1983.

Mr Justice Auld so held in the Queen's Bench Division in giving a reserved judgment dismissing an appeal brought by the Customs and Excise Commissioners against the decision of a value-added tax tribunal, chaired by Mr P. W. E. Taylor, QC, on August 28, 1990 allowing an appeal by Ali Baba Tax Ltd and discharging an assessment by the Customs and Excise of VAT on Ali Baba for £809.76 in respect of two periods of three months ending August 31, 1986 and February 28, 1987.

Item 1 of Group 17 of Schedule 5 to the Value Added Tax Act 1983 provides: "Articles designed as clothing or footwear for young children and not suitable for older persons [are zero-rated]."

The note to item 1 provides: "Item 1 does not include articles of clothing made wholly or partly of fur skin, except—(a) headgear; (b) gloves; (c) buttons, belts and buckles; (d) any garment merely trimmed with fur."

Mr Robert Jay for the Customs and Excise: Ali Baba did not appear and was not represented.

MR JUSTICE AULD said that Ali Baba carried on the business of pleating textiles for other companies and firms making ladies' and girls' outer garments.

The assessment was raised on 12 invoices issued by Ali Baba in respect of work done by it in the pleating of pieces of textile belonging to customers who made the pleated pieces into skirts for young girls which were not suitable for older girls or women.

The first question was whether Ali Baba, by pleating its customers' pieces of material "produced" goods by applying" to them a treatment or process" within the meaning of paragraph 2 of Schedule 2 to the 1983 Act.

If it did, it was a supply of goods of being a zero-rated supply under group 17. If it did not, it was a supply of services to which zero-rating could not apply in the circumstances.

The tribunal found that, by applying the permanent pleating process Ali Baba produced goods.

Mr Jay submitted that the tribunal was wrong in law to find

that the company's pleading process was a production of goods and therefore a supply of goods. He referred to the definition of "produce" in *The Oxford English Dictionary* and on the strength of which he submitted that in that context "produces" meant the creation by the application of a process to an article of an article qualitatively different, or different in character, from that before the application of the process.

The second issue was whether the pieces of material, not yet made into skirts, were "articles designed as clothing" so as to come within the definition for zero-rating in item 1 of group 17 of Schedule 5 to the 1983 Act.

Mr Jay submitted that a piece of fabric could not be an "article of clothing" for that purpose since he said that the statute required it to be an entire "article" not merely part thereof.

The tribunal found that the word "clothing" included the components of a garment as well as the complete garment in reliance on *Lamex v Jones* [1894] 1 QB 304 concerning the interpretation of "article of food". Mr Jay submitted that the case was of little assistance because all the items were themselves articles of food. For that reason, and also because it was concerned with a different statutory context from that here, His Lordship agreed with Mr Jay.

As to the effect of note 2 on the construction of item 1, the tribunal considered that as it expressly excluded "articles of clothing made wholly or partly of fur skin" subject to certain exceptions. Those exceptions remained part of item 1 and were a useful aid to the interpretation of the expression "articles designed as clothing".

Mr Jay submitted that since buttons, belts and buckles were articles of clothing in their own right, the draftsman had clearly so regarded them by expressly referring to them in that way. Thus, he submitted, the tribunal was wrong to interpret the note by that route.

However, while a belt was clearly an article of clothing in its own right, that could not be said of buttons or buckles which only had a clothing function if attached to some other article.

Accordingly, His Lordship agreed with the tribunal that the retention in item 1 of such objects as a belt or buckle which only had a clothing function if attached to some other article.

It was so when pleated, designed and suitable only for that purpose. The fact that more remained to be done to them did not deny them the description of "articles designed as clothing for young children".

His Lordship was accordingly of the view that where, pleased, designed and suitable only for that purpose, the fact that more remained to be done to them did not deny them the description of "articles designed as clothing for young children".

His Lordship added by way of caution that it did not follow from his judgment that every incomplete garment or part of it, had reached such a stage at the point of supply that it could be regarded as a garment for a young child, its design was such that it was suitable only for that purpose. It was an "article designed as clothing... for young children" and qualified for zero-rating within item 1 of group 17 of Schedule 5.

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BBC1

6.00 Ceefax (9834) 6.30 Breakfast News (42424907)
9.05 Perfect Strangers: American comedy series (6598810)
9.30 Between Ourselves: A Bit on the Side. A tribute to the motorcycle sidebar, which is now used for recreational purposes rather than as a serious form of transport (71471)
10.00 News, regional news and weather (6446471) 10.05 Playdays (5) (4676704) 10.25 Stop! and Tidings, Cartoon (5) (6529758) 10.35 Tom and Jerry Double Bill, Cartoon (7958487) 10.50 News, regional news and weather (71471)
10.55 Cricket: First Test — England v Pakistan. Tony Lewis introduces live coverage of the first day's play from Edgbaston. With commentary by Richie Benaud, Ray Illingworth, Geoffrey Boycott, Jack Bannister and Asif Iqbal (98258075), including at 12.00 News, regional news and weather 12.55 Regional news and weather (60251384) 1.00 One O'Clock News... (Ceefax) Weather (44278)
1.30 Neighbours. (Ceefax) (s) (59024907)
1.50 Cricket: First Test — England v Pakistan. Further coverage from Edgbaston (4) (46843075)
3.50 Children's BBC: Pingu, Cartoon (r) (4689297) 3.55 Chucklevision (r) (s) (5950907) 4.15 Watt on Earth, Sixth of a 12-part science-fiction comedy thriller (r) (s) (5473902) 4.30 Tricks 'n' Tracks: Music and magic. (Ceefax) (s) (4721723) 4.55 Newround (8816346) 5.05 Blue Peter. (Ceefax) (s) (5950641)
5.35 Neighbours (r). (Ceefax) (s) (614162). Northern Ireland: Inside Ulster
6.00 Six O'Clock News with Anna Ford and Andrew Harvey, (Ceefax) Weather (891)
6.30 Regional news magazines (471). Northern Ireland: Neighbours (r). (Ceefax)
7.00 Top of the Pops (s) (5617) 7.30 EastEnders. (Ceefax) (s) (655)
8.00 Every Second Counts. Paul Daniels puts the questions to three in a fact against time (s) (4365)
8.30 Russ Abbott: Comic mayhem with Belle Embrey, Lisa Maxwell, Tom Bright and Steve Hewson (r). (Ceefax) (s) (6100)
9.00 Nine O'Clock News with Martyn Lewis. (Ceefax) Regional news and weather (2094)
9.30 Porridge: Disturbing the Peace. Classic prison comedy written by Dick Clement and Ian La Frenais. The inmates celebrate Mackay's absence. Starring Ronnie Barker (r). (Ceefax) (62723)



Eventful innings of an Essex man: Graham Gooch (8.00pm)

Healthy political debate: Virginia Bottomley, MP (10.00pm)
10.00 Question Time. Peter Sissons is joined by Virginia Bottomley, health secretary; Marjorie Mowlam, Labour treasury spokeswoman; Dr Sheila Lawlor of the Centre for Policy Studies; and Dr Marie Stewart, equal opportunities consultant (5704). Northern Ireland: Spotlight (31365); 10.30 Question Time (44297)
11.00 Paradise: Orphan Train. Western adventure series (788029). Northern Ireland: 10.30 (429029)
11.50 Cricket: First Test — England v Pakistan. Highlights of the first day's play (s) (354891) 12.20am Weather (228495). Northern Ireland: (to 12.50am) Cricket: First Test (3486834)
2.15 Executive Business Club: Marketing Sense (78327). Ends at 2.45

Videoplus+ and the Video PlusCodes
The numbers now appearing next to each TV programme listing are Video PlusCode™ numbers, which allow you to instantly programme your video recorder to a Videoplus+ service. VideoPlus+ can be used with most video recorders in the UK. To programme for the programme you want, dial the VideoPlus+ number on the front of the programme listing, 36p off-peak or write to Videoplus+, VTM Ltd., 77 Fulham Palace Road, London W6 8AA. Videoplus+™, PlusCode™ and Video Programmer are trademarks of Gemstar Marketing Ltd.

SKY ONE

SKY NEWS
Via the Astras and Marco Polo satellites:
News on the hour. 8.00 Express, Sunday (6542789) 8.30 Nightline (3617) 10.00 Davine (56549) 10.30 Beyond 2000 (258629) 11.30 Japan Today Business (94443) 12.30 Good Morning America (23100) 1.30 Good Morning America (6159) 2.30 Good Morning America (23101) 3.30 Beyond 2000 (53469) 4.30 The Big Picture (20181) 5.30 The Big Picture (5147) 5.30 Beyond 2000 (53469) 5.30 Live at Five (50339) 6.30 Newsnight (97549) 7.30 Financial Times Business Weekly (22723) 10.30 Newsline (56433) 11.30 Newsline (51019) 12.30 Newsline (56433) 1.30 ABC News (56433) 2.30 ABC News (56433) 3.30 ABC News (56433) 4.30 ABC News (56433) 5.30 Newsline (10747)
SKY MOVIES+
Via the Astras and Marco Polo satellites:
6.00am Showcase (258629) 7.30 Eye to Eye II (1990) - African adventure (75097) 12.00 The Gun and the Fury (1981) Two

A.J.P. Taylor
Ray Kennedy
Kenneth More

PARKINSON'S DISEASE CAN BE ANYBODY'S DISEASE.

It's often assumed that tremors are the only symptom of Parkinson's Disease. If only they were. Speech difficulty; inability to swallow; a face lacking expression; slow and clumsy movement; feet and legs that refuse to move. They are all symptoms. There are over 100,000 sufferers in this country alone.

There is no known cure.

Parkinson's Disease Society seeks to ease the burden and find the cure for Parkinson's Disease. We need your help. Please send a donation, a covenant or leave us a legacy. You can even phone your donation by Access or Visa to 071-383 3513.

HELP MAKE IT NOBODY'S DISEASE

Parkinson's Disease Society
22 Upper Woburn Place, London WC1H 0RA. Tel: 071-383 3513

To: Parkinson's Disease Society, 22 Upper Woburn Place, London WC1H 0RA

I enclose a donation of £..... by cheque/P.O.

Please charge my Access/Visa card number:

Please send me your Will leaflet Please send further information on your work.

Name _____

Address _____

Postcode _____

Signature _____

Patron: HRH The Princess of Wales Charity Reg No. 258197

BBC2

6.45-7.10 Open University: Organic Molecules in Action (9573365)
8.00 News (1059810) & 15 Westminster (5001346)
9.00 Reviving Antiques: How to clean silver (r). (Ceefax) (1914094)
9.05 Daytime on 2. Educational programmes
9.06 News and weather (26435902) followed by You and Me (r) (89017654)
2.15 Camaro: Malcolm Cormack views the 16th-century Venetian paintings in the Fitzwilliam Museum, Cambridge (r) (43031618)
2.30 The Hermit of the Kitchen. Japan's master chefs are inspired by a 60-year-old Buddhist nun's vegetarian dishes (704)
3.00 News and weather followed by Westminster Live (3017742) 3.50 News and weather. Regional news and weather (4188723)
4.00 Cricket: First Test — England v Pakistan. Live coverage of the first day's play from Edgbaston (s) (4248515) 4.55 Newround (8816346) 5.05 Blue Peter. (Ceefax) (s) (5950641)
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Eventful innings of an Essex man: Graham Gooch (8.00pm)

On the Line: (r) CHOICE: On the opening day of the first Test, *On the Line* offers a profile of Graham Gooch. The series prides itself on its investigative thrust but there are no revelations here. With Gooch you get what you see and all Michael Pescott's analysis is forced to follow admiringly in the footsteps of an admirable Essex man who flowered late and became an unlikely captain. The other report has more bite and concerns the lack of women chess players. Of more than 300 grandmasters, only five are female. Physical differences can be discounted, so what is the reason? Freud latched on to the symbolism of the king and the queen and put it down to the Oedipus complex. The better answer may be a male chauvinism so strong and persistent that it has become self-perpetuating. Men, it seems, just hate losing to women (2907)

8.30 Wildlife on Two: Puffin and Rock. The volcanic island of St Lazarus off the coast of Alaska is inhabited by punk-plumed puffins by day, and stormy petrels by night. Narrated by David Attenborough. (Ceefax) (4742)

9.00 Rab C. Nesbitt: That's Entertainment. The inaudible street philosopher (Gregor Fisher) defends his best friend from Glasgow's answer to Hannibal Lecter (Maurice Roves). (Ceefax) (s) (1636)

9.30 One World: Developing Stories — Seeds of Plenty, Seeds of Sorrow

(r) CHOICE: A report from India casts a sceptical eye on the so-called Green Revolution, which was praised as one of the most successful development strategies of the 20th century. It was an ambitious attempt to replace traditional farming methods with new techniques developed by Western scientists. The main elements were high-yielding seeds, greater mechanisation and the introduction of chemical fertilisers, herbicides and pesticides. The father of the initiative, Dr Norman Borlaug, claimed it would banish famine. He won the Nobel peace prize. A quarter of a century on, however, doubts are setting in. Manira Datta's film, organised but vivid, reveals farms struggling to break even and burdened by debt, a new class of landless peasant and increasing concern about environmental pollution. (Ceefax) (948891)

10.00 Obsessions: Sleep. Actress Juliet Stevenson reads Kathleen Rowntree's nightmarish story. (Ceefax) (s) (183639)

10.30 Newsnight, with Jeremy Paxman and Francine Stock (144443)

11.15 The Late Show goes behind the scenes at the Kathleen Ferrier music awards (s) (847872) 11.55 Weather (968278)

12.00 Open University: Weekend 'Outline' (5355230) 12.05 Assessing Changes — Reflection (3493124). Ends at 12.35

3.00 RCN Nursing Update (16940). Ends at 4.00

Variety
8.00 Bill: Better the Devil. PC Stringer (Jonathan Dow) investigates a strange household. (Oracle) (9433)
8.30 This Week: Brothers in Blood — Victory and Struggle. Richard Lindley contrasts the ideological and political gulf between Israeli Nazeh Yalla and Palestinian Nidal Amous, who were both born and bred in Jerusalem (8568)

9.00 LA Law. Glossy American legal drama. Mullany (John Spencer) represents a group of Honduran farm workers (9333)

10.00 News at Ten with Julie Somerville, and Alastair Stewart in Rio de Janeiro. (Oracle) Weather (26433) 10.30 Thematics News (396617)

11.00 Director Brett Leonard talks about the horror film, *The Lawnmower Man*; Derek Jacobi discusses *Mad, Bad and Dangerous to Know*; music from Lisa Stansfield and Dire Straits; the launch of Diana Trump's novel, *For Love Alone*; and the opening of the Royal Academy summer exhibition (s) (415433)

11.15 Prisoner: Cell Block H (679704) 12.00am A Problem Aired. Dr John Cobb counsels a former aphrodisiac (3489921)

12.40 Alfred Hitchcock Presents: In the Name of Science. A scientist attempts to sell a secret equation for \$5 million (r) (7495691)

1.05 Film: Gates of Fire (1972). Teased second world war drama in which a doctor (Georges Arnaud) and four nurses are captured by the Germans. In French with English dialogue. Directed by Claude Bernard (378747)

2.45 The Twilight Zone: Her Pilgrim Soul. A holograph takes on a life of its own (r) (7037376)

3.30 Men: The Trouble with Harvey. Last in the series (r) (93563)

4.30 America's Top Ten (r) (82501) 5.00 Videofax (f) (63634)

5.30 ITN Morning News with Tim Nelson (74921). Ends at 6.00

ITV

6.00 TV-am (1108487)
9.25 Cross Words. Tom O'Connor hosts the crossword quiz (6694094)
9.35 Thames News (1314891)
10.00 Out of This World: Fifths Mom. Comedy series about an alien teenager (18365)

10.30 This Morning. The daily magazine explores human relationships, gives advice on health and offers tips for the head and machine knitter, including at 10.35 ITN News, and at 11.55 Thames News (48587636)

12.10 The Riddlers. Puppet series for children (1697167)

12.30 ITN Lunchtime News with Dermot Murnaghan and Sonia Rusele. (Oracle) Weather (6717839) 1.10 Thames News (62245278)

1.20 Home and Away. Australian family drama. (Oracle) (18300723)

1.50 A Country Practice (s) (67937927)

2.20 The Green Life Guide. Environmental magazine, presented by Dilys Barlow and Alastair MacDonald (97352810)

2.50 Take the High Road (7819568) 3.15 ITN News headlines (9422487) 3.20 Thames News (9349100)

3.25 The Young Doctors (3256433)

3.55 Children's ITV: The Raggy Dolls. Cartoon (r) (s) (4174520) 4.05 T-Bag and the Pearls of Wisdom. Children's drama (r) (4682384)

4.30 Wilderwood Edge. Penultimate episode of the drama series about problem children at an outdoor leisure pursuits centre. (Oracle) (574) 5.00 Cartoon Time. Road Runner (6226487)

5.10 Who's the Boss? American comedy series (6645510)

5.40 ITN Early Evening News with Carol Barnes. (Oracle) Weather (678433) 5.55 Thames News (399)

6.00 Home and Away (r). (Oracle) (87)

6.30 Thames News (399)

7.00 Emmerdale. Lynn (Fionnuala Ellwood) asks Archie (Tony Pitts) for rent. (Oracle) (3013)

7.30 The Full Treatment. The health and fitness magazine examines medical techniques which enable doctors to see how the body functions (r) (723)

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